

**KINDS
OF
BUSINESS
BINDER**

(see reverse for filing instructions)

Filing instructions for update to Kinds of Business binder:

- 1. Remove and replace *Table of Contents* and *Introduction* section.**
- 2. Remove and replace *Internet Addresses* section.**
- 3. Replace each remaining section.**

KINDS OF BUSINESS INFORMATION

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INTRODUCTION

Government Information Sources

Saskatchewan Industry and Resources, through its regional office network provides up-to-date information and pathfinding resources for Provincial and Federal regulations, programs, and services applicable to small business. Some of the common questions asked by entrepreneurs include:

- **Where do I register my business name?**
- **Do I have to register for the GST?**
- **Are there any financial assistance programs to help start or expand my business?**
- **What kind of information is available to help me start my business?**

The information you are about to go through, referred to as a "Kind of Business" binder and put together by type of business will not deal with the program or regulation aspect of starting a business, so much, as it will deal with the types of information you will need to consider, and examples of the sources of information that are available to you when starting a business.

As an important part of provision of business information Saskatchewan Industry and Resources, in partnership with Western Economic Diversification, operates the Canada-Saskatchewan Business Service Centre.

What kind of information is available?

The Centre's resources include up-to-date lists of programs and services, manufacturers, suppliers, associations, business directories and periodicals that provide information on starting a new business, export programs for local products, market statistics, and financing for new and existing ventures. No fee is charged for the Centre's services.

It is also connected to a network of experts in government departments who can provide in-depth, accurate information, to go beyond traditional information sources.

What services does the Centre offer?

TeleCentre - 1-800-667-4374

A toll-free telephone information service puts you in touch with a Centre representative who can answer your basic business questions, or direct you to the right person in the appropriate government department. After hours, or if our lines are busy, recorded messages provide answers to commonly asked questions.

Internet - <http://www.cbsc.org/sask>

Find sources, "how-to" information and hot links to databases. Use Talk to US!, an interactive application that allows you to talk to a Business Information Officer who will guide you to the business information you need through the Web. Simply click on the Talk to US! icon on the Centre's Web site and follow the instructions. This service is available during regular office hours, weekdays from 8 am to 5 pm.

In Person - #2 - 345 3rd Avenue South, Saskatoon

You can browse through a resource library or a Centre representative can help you. Four public workstations provide computer access to a collection of databases and CD-ROM's on business-related topics.

Planning

Too often individuals launch business ventures at the idea stage and rely on the cash register to measure if it was a good idea or not.

This approach is very risky and usually quite expensive.

It's up to you! You can use the trial and error approach and take the gamble of your life or you can start your business with a well researched business plan and take a calculated risk.

So you want to do a business plan. Good choice! Since you have selected this option we will now refer to you as an entrepreneur.

What is a business plan? A business plan is a management tool used by businesses of **all** sizes to establish business objectives and to propose how these objectives will be attained within a specific period of time. It describes **who** you are, **what** you plan to achieve, **where** the business is located, **when** the business will commence, and **how** the business will meet its objectives.

Entrepreneurs, prior to launching a business, always investigate the market place for business opportunities. Your question at this point may be - "How does an entrepreneur do this?" The answer is simple: Direct questions to potential customers, existing small business owners, associations, and any other business interest group you feel could provide you with some useful information. Your goal at this point is to:

- **Learn what potential customers need.**
- **Learn what potential customers want.**
- **Discover problems that you could solve for a potential customer.**

Your business venture or idea is your solution to meeting one or a combination of the key elements listed above.

Prior to going out and asking questions, we recommend you spend time reviewing information available on starting and planning a business. Some examples include:

- **Business Information Resource Materials by Saskatchewan Industry and Resources**
<http://www.ir.gov.sk.ca>
- **Planning booklets produced by banks, professional accounting firms and business organizations**
- **The "Self Counsel" Business Series (International Self-Counsel Press Ltd.) on starting & running specific types of businesses; <http://www.self-counsel.com>**
- **Other available publications on library and bookstore shelves**
- **Internet and other electronic information sources**

You may also want to consider looking into educational programs and seminars available.

Yes you're right; this will take more than one afternoon. Remember, the time you invest in planning will be reflected in the profits you achieve after you launch your business venture.

The business plan is usually done when a business is starting or expanding and given limited consideration during the regular operation of the business. This is a mistake! It is a plan you should be referring back to on an ongoing basis and updating on a regular basis, i.e. annually. By setting financial benchmarks and having a marketing strategy you will be able to evaluate what you are doing right. It will also be easier to make decisions on changes that need to be introduced to improve profits.

Marketing

The marketing section of your business plan is viewed by many professional advisors as the most important section in the plan. The information in this section will influence many other components of your business plan, such as:

- **Selection of suppliers.**
- **Financial projections.**
- **Business Team - Employee skills and professional skills required.**
- **The location of your business.**
- **Selection and pricing of inventory.**

The marketing section can be split into two areas - Market Research and Marketing Strategy.

This section will highlight some of the resources which could assist you in completing this section of your business plan. In some of the booklets, we have included some basic marketing information for your quick reference.

Market Research

Your research will involve obtaining primary and secondary data. Primary data is information you will obtain through your own efforts or by someone you hire. This may include questionnaires, telephone surveys, speaking with business owners operating a similar business, focus groups and suppliers. The other type of data is secondary data and it consists of information which has been gathered by someone else and is relevant to the venture you want to establish.

Some examples of secondary information are:

- **Canada - Saskatchewan Business Service Centre** – <http://cbssc.org/sask/>
(306) 956-2323 or Toll Free: 1-800-667-4374
E-mail: saskatchewan@cbssc.ic.gc.ca
- **Saskbiz.ca** <http://www.saskbiz.ca> Toll Free: 1-800-265-2001
This interactive Web site provides vital information to companies interested in doing business in Saskatchewan. The site uses the latest Geographic Information System (GIS) technology to create statistical profiles of Saskatchewan communities and regions in an online format. Examples of information available are:
 - Population, labour force, education, leading employers, utilities, transportation, taxation
 - Schools, recreational facilities, health care, housing
- **Statistics Canada - Regina:** (306) 780-5405 Toll Free Fax: 1-877-287-4369
Toll Free: 1-800-263-1136
Web Site: <http://www.statcan.ca>
E-mail: infostats@statcan.ca
 - **Census Divisions and Subdivisions Profiles - Cat.# 95-222-XPB**
 - **Family Expenditures in Canada Cat.# 62F0021XDB** - This publication will highlight average family expenditures for a variety of consumer items.
 - **Household Facilities & Equipment Cat.# 64-202** - This publication will highlight types of equipment located in various households throughout Canada.
 - **Family Food Expenditures Cat.# 62-554-XIE** - Highlights dollars spent on various types of food per household.

- Saskatchewan Health - Regina: (306) 787-3092 (Vital Statistics)
Toll Free: 1-800-458-1179
Web Site: <http://www.health.gov.sk.ca>; E-mail: ysbweb@health.gov.sk.ca
 - **Covered Population** - This publication will provide a detailed breakdown of Saskatchewan's population by residence, age group, and sex;
http://www.health.gov.sk.ca/mc_dp_covpop2003/main.htm
- Saskatchewan Labour - Regina: (306) 787-2438, Saskatoon: (306) 933-5042
Web Site: <http://www.labour.gov.sk.ca>; E-mail: webmaster@lab.gov.sk.ca
- Canada Post - 1-800-267-1177
- Web Site: <http://www.canadapost.ca>
 - Demographics and Income Statistics for Postal Areas
 - Household Figures for Letter Carrier Offices - Lists populations for various postal code communities in Canada.
 - Household Figures for Non-Letter Carrier Offices
- Saskatchewan Department of Highways - Regina: (306) 787-4800
 - Web Site: <http://www.highways.gov.sk.ca>
 - E-mail: communications@highways.gov.sk.ca
 - **Average Daily Traffic Volume Map Counts** -Traffic volume profile of various traffic routes.
- Local Municipal Offices, Provincial, and Federal Government Departments and Agencies
- Business and Industry Trade Associations
- Business and Industry Trade Publications/Periodicals
- Business and Industry Trade Shows and Exhibitions
- Business Professional Services; eg. Accountants, Lawyers, Consultants, Insurance Brokers, Financial Institutions
- Business and Educational Seminars, Courses, etc.
- Other Business People / Known Acquaintances / Competition
- Internet and other sources of electronic information

Marketing Strategy

Once your research has been completed the next step is to develop a marketing strategy. The market strategy explains how you are intending to get your product to the right customer, the right place, the right time and at the right price for them to make a buying decision. Examples of reading materials that do relate to certain types of businesses but which can offer a good range of information are:

- The "Self Counsel" Business Series, "Marketing Your Service" (International Self-Counsel Press Ltd.) Web Site: <http://www.self-counsel.com>
- Internet and other electronic information services
- Other publications available on library and bookstore shelves

FINANCIAL RATIOS

Financial ratios are benchmarks small business owners and advisors use to measure business performance. These ratios and other business performance statistics can be very useful when preparing financial projections. In addition, an existing business can use these benchmarks to measure its performance with industry standards.

Some examples of key reference materials are:

- **Industry Canada's "Performance Plus"**
Web Site: <http://www.strategis.ic.gc.ca/epic/internet/inpp-pp.nsf/en/Home>
- **Industry Trade Associations and Trade Journals**
- **Federated Co-operatives Ltd. "Retail Co-operatives' Statistics"** - This is a practical and useful publication which highlights operating statistics for retail co-operatives
Web Site: <http://www.fcl.ca>

NOTE: When using statistics in a business plan always identify the source of the information used in the calculations and the method of calculation. Statistics should only be used as benchmarks and are most useful in conjunction with other primary data researched by an entrepreneur.

Small Business

Profiles are available on the Industry Canada web sites at:
<http://www.strategis.ic.gc.ca/epic/internet/inpp-pp.nsf/en/Home>
<http://www.sme.ic.gc.ca>

Profiles are also available on the Statistics Canada web site at:
<http://stcwww.statcan.ca/english/sdds/5028.htm>

DIRECTORIES FOR PRODUCT SOURCING

Below is a preview of some of the resources available if you are seeking information on available products for your business.

- **Telephone Directories**

Telephone directories (business page listings) offer a great deal of information when sourcing suppliers of products. Your local resource library should supply district and regional telephone directories. You may also want to search the following web site for national and international listings: <http://www.yellowpages.ca>

- **Buyers' Guides**

A buyers' guide is received through subscriptions or contacts to trade magazines. One is often able to obtain current buying guides for many sectors.

- **Trade Directories**

Trade directories are an excellent resource when seeking new product suppliers.

Examples: - Saskatchewan Manufacturers' Guide; www.ir.gov.sk.ca
 - Warren's Agricultural Directory; www.warrendirectory.com

- Other available publications on library shelves.
- Internet and other electronic sources of information.

For your convenience we have included a partial listing of suppliers. To ensure you do not overlook potential suppliers, we encourage you to use the other sources as well.

DIRECTORIES FOR EQUIPMENT SOURCING

If you are seeking information on available equipment sources for your business, below is a preview of some of the resources available:

- **Manufacturer's Directories**

These directories provide you with detailed listings of products manufactured in Saskatchewan, Canada and the U.S. Often manufacturers don't sell their products directly to the end user, but will be happy to direct you to their distributor, manufacturer's agent, or wholesaler.

Examples: - Saskatchewan Manufacturers' Guide; www.ir.gov.sk.ca
 - Fraser's Canadian Trade Directory; www.frasers.com
 - Canadian Trade Index; www.ctidirectory.com
 - Thomas Register of Manufacturers (U.S.);
 www.thomasregister.com

- **Trade Directories**

These directories are an excellent resource when seeking new equipment suppliers.

Examples: - Warren's Agricultural Directory; www.warrendirectory.com

- **Telephone Directories**

Business pages in telephone directories offer a great deal of information when sourcing suppliers of equipment.

- Other available publications on library shelves.
- Internet and other available electronic sources of information.

For your convenience we have included a partial listing of suppliers. To ensure you do not overlook potential suppliers, we encourage you to use the other sources.

TRADE SHOWS

TIPS WHEN EXHIBITING

- Start selling in the target area before you get to the show.
- Set sales goals - keep them specific and write them down.
- Know in advance the layout, activities and schedule of the show.
- Arrive early.
- Assess show security.
- Have a game plan:

Key elements of a presentation:

- a) Welcome;
- b) Qualify;
- c) Inform, Demonstrate, Sell;
- d) Close;
- e) Thanks.

Dress, manner, style will impact on your success.

Be a good listener.

Be familiar with displayed products/services you are promoting.

Determine the approach of handling give-aways / literature.

- Follow-up with prospects and fulfil all requests you're committed to.
- Evaluation - this will assist you in planning for your next show.

BUYING TIPS

- Research demographics of trading area.
- Know your customers' needs/wants prior to show.
- Establish a budget based on pre-determined sales categories.
- If possible, obtain an exhibitors list prior to the show to schedule your meetings.

NOTE:

- Often associations provide space for displays at their annual conventions. This can be an excellent outlet to introduce your new products and services.

In this section we have provided examples of key trade shows. Following is a list of trade show publications that list shows throughout the world. For example:

- Saskatchewan Events Guide - Regional Trade Shows and Events;
www.sasktourism.com
- Shows and Exhibitions - Canadian Trade Shows; www.internationalcentre.com
- Business Events Guide - National and International Trade Shows;
<http://business.whatsonwhen.com/themes/travel.jml>
- Trade Shows Worldwide; www.tsnn.com/partner/fita.cfm

These and similar publications may be available through your local library resources.

TRADE ASSOCIATIONS

Associations, business organizations, and other business interest groups can provide an entrepreneur with valuable information. Depending on the focus of the association, the information available will range from specific trade information to general information on business. Some examples include:

- **Specific Trade** - Saskatchewan Construction Association; www.scaonline.ca
- **General Trade** - Retail Council Of Canada; www.retailcouncil.org
- **General Business** - Saskatchewan Chamber of Commerce;
www.saskchamber.com
- Canadian Federation of Independent Business; www.cfib.ca

Not all associations have the resources to regularly monitor the activities of their memberships. Those that do may limit their findings to members only. Members of an association, outside your trading area, may be prepared to provide you a copy of reports completed by an association. Usually the quality of the information available is directly related to the size and commitment of the membership.

Be careful not to limit yourself to local and provincial associations. Excellent research information may be available from other provincial, national and international associations.

The following pages include some key associations that have been identified. The contacts provided should not be viewed as an all-inclusive list. For other potential contacts, please refer to association directories that may be available through local library resources.

For other leads check specific trade directories. Often the associations are involved in the printing of these directories and have included their address and phone number.

TRADE JOURNALS

A trade journal can be an excellent tool for keeping in touch with current market trends and industry standards. They provide a wealth of information concerning business practices as well as profitable marketing strategies.

Each of the "Kinds of Business" booklets/sections devotes a section to trade journals in which some key industry publications are listed.

Additional information on other trade journals applicable to your type of business may be listed in the **Standard Periodical Directory** (www.mediafinder.com) or in the publication, "**Canadian Advertising Rates and Data**" (www.cardmedia.com). A copy of this publication (or an equivalent of) should be available through your local library.

Though we have included a listing of trade journals in this booklet, be aware that this list is only partial. To ensure you do not overlook potential suppliers, we encourage you to search for other relevant journals.

DOING BUSINESS ON THE INTERNET

Internet Services

The Internet is not a single entity; it is more a complex system of services and programs that together, provide users with the Internet. Each of these services has different capabilities and functions. Working together, they provide users with a unique variety of services that can be used by businesses as a Research tool, a Networking tool and an Advertising medium.

Opportunities Sourcing

- **As a Research Tool**

The Internet has a vast collection of information that businesses can source to stay competitive in the market place. Included in this information are products and industry suppliers from around the world that can be found and contacted.

By using a Web Browser users can access Internet distribution services such as the World Wide Web. The Web allows users to download information from desired sites right to their computer screens. Once this information has been downloaded, it can be printed and/or saved in one's hard drive.

Once on the Internet, Search Engines can be used to connect users with desired sites. Some common Search Engines are: AltaVista (www.altavista.ca), Yahoo (www.yahoo.com), Excite (www.excite.com), WebCrawler (www.webcrawler.com), and HotBot (www.hotbot.com).

- **As a Networking Tool**

The most popular service on the Internet is E-mail. With E-mail, businesses can keep in touch with customers, business associates and other entrepreneurs from around the world. Since E-mail is an inexpensive, convenient and efficient communication tool, it has become far more superior than conventional means of communication such as the telephone, fax and mail.

- **As an Advertising Medium**

One of the more obvious uses of the Internet is advertising. Every year, marketing and advertising teams spend billions of dollars trying to sell their products and/or services. Now companies can promote their goods through the Internet at a cost per sale basis. Internet advertising reaches potential customers worldwide at less than 5% of traditional advertising costs.

Attached is a list of Web Sites that staff at SIR have found through experience. When using this list keep in mind that these addresses, though current at date of print, may have changed since. Also, be aware that while many of these sites offer an abundance of free information, some do charge for their resources. Please note that not all information shared on the Internet is confidential. Ensure that you carefully read all information that is presented to you before giving out any personal information.

Appendix F
September 2004

Centre for Business Development
Internet Address List

ABORIGINAL

Aboriginal Business Directory	http://strategis.ic.gc.ca/cgi-bin/sc_coinf/ccs/index_gen/company.pl?lang=e&profileId=629_t
Aboriginal Capital Corporations	http://www.johnco.com/firstnat/fncapcor.html
Aboriginal Resource Guide	http://www.aboriginalresourcenet.com
Aboriginal Service Kiosk	http://www.asksask.gc.ca
Aboriginal Youth Business Council	http://www.aybc.org
ArcNet	http://arcnet.taybridge.com
Federation of Saskatchewan Indian Nations	http://www.fsin.com
First Nations University of Canada	http://www.sifc.edu
Industry Canada - Aboriginal Business Canada	http://www.strategis.ic.gc.ca/epic/internet/inabc-eac.nsf/intro
Peace Hills Trust	http://www.peacehills.com
Saskatchewan Indian Institute of Technologies	http://www.siiit.sk.ca

AGRICULTURE SITES

Ag Infonet	http://www.aginfonet.sk.ca
Ag-West Biotech Inc.	http://www.agwest.sk.ca
Agricore United	http://www.agricoreunited.com
Agriculture & Agri-Food Canada	http://www.agr.gc.ca
Canadian Wheat Board	http://www.cwb.ca
Cargill	http://www.cargill.com
Census of Agriculture	http://www.statcan.ca/english/agcensus2001/index.htm
Farm Business Communications	http://www.fbc.unitedgrain.ca
Farm Credit Canada	http://www.fcc-sca.ca
Prairie Farm Rehabilitation Administration	http://www.agr.gc.ca/pfra/
Precision Ag	http://precisionag.com
Saskatchewan Agriculture, Food and Rural Revitalization	http://www.agr.gov.sk.ca
Saskatchewan Wheat Pool	http://www.swp.com
Successful Farming and Agriculture	http://www.agriculture.com
The Western Producer Online	http://www.producer.com
Western Canada Farm Progress Show	http://www.wcfps.com

BUSINESS OPPORTUNITIES

[illegible]

BUSINESS PLANS & FORMS

American Express Small Business Plan	http://home3.americanexpress.com/smallbusiness/tool/biz_plan/
B-Plan Information Systems	http://www.b-plan.com
Entrepreneur.com	http://www.entrepreneur.com
Interactive Business Planner	http://www.cbasc.org/ibp
Newsask CFDC Writing a Business Plan	http://www.lights.com/newsask/Business_Plan.html
Palo Alto Sample Business Plans	http://www.bplans.com/common/universals/partners/awardsindex.cfm?affiliate:bplans
Royal Bank – The Big Idea	http://www.royalbank.com/sme/bigidea/index.html
Small Business Administration – Starting Your Business	http://www.sba.gov/starting_business/planning/basic.html
Scotia Business Plan Writer	http://www.scotiabank.com/cda/content/0,1608,CID400_LIDen,00.html
Strategic Business Planning	http://bizplan.com/index.html
TD – Canada Trust	http://www.tdcanadatrust.com/index.jsp

BUSINESS START-UP

Government of Canada/CBSC - Business Regulations Federal	http://www.cbsc.org/english/regs/searchregulations.cfm
Government of Canada/CBSC Business Start-Up Assistant	http://bsa.cbsc.org/gol/bsa/interface.nsf/engdoc/0.html

CITIES/REDAS/TOURISM SITES/LIBRARIES

Canadian Tourism Exchange	http://research.canadatourism.com/en/ctc/ctc_index.cfm
Carlton Trail REDA	http://www.carltontrail.sk.ca
Centennial Saskatchewan	http://www.saskatchewancentennial.com/
City of Estevan – Community Access Project	http://cap.estevan.sk.ca
City of Moose Jaw	http://www.citymoosejaw.com
City of Regina	http://www.cityregina.com
City of Swift Current	http://www.city.swift-current.sk.ca
City of Yorkton	http://city.yorkton.sk.ca
Community Futures Partners of Saskatchewan	http://www.cfps.sk.ca
Cornerstone REDA	http://www.creda.sk.ca
Cypress Hills REDA	http://www.chreda.com
East Central Development Corporation	http://www.eastcentral.sk.ca
Gateway REDA	http://www.world-spectator.com/reda
Good Spirit REDA	http://www.goodspiritreda.com
Inregina.com	http://www.inregina.com/inregina/SilverStream/Pages/pgHome.html
Moose Jaw REDA	http://www.mjreda.com
Red Coat REDA	http://www.redcoatreda.com
Regina & District Chamber of Commerce	http://www.reginachamber.com
Regina Public Library	http://www.reginalibrary.ca/

CITIES/REDAS/TOURISM SITES/LIBRARIES

Regina REDA	http://www.rreda.com
Saskatchewan Chamber of Commerce	http://www.saskchamber.com
Saskatchewan Economic Developers Association	www.seda.sk.ca
South Central CFDC	http://www3.sk.sympatico.ca/sccfd/
South East REDA	http://www.southeastreda.com
South Parkland REDA	http://www.spreda.sk.ca
Southwest CFDC	http://www.scfdc.com
Sunrise CFDC	http://www.sunrisecommunityfutures.com
Tourism Regina	http://www.tourismregina.com
Tourism Saskatchewan	http://www.sasktourism.com/default.asp
Town of Indian Head	http://www.townofindianhead.com
Town of Macklin	http://www.macklin.ca
Ventures CFDC	http://www3.sk.sympatico.ca/ventt/
Virtual Saskatchewan	http://www.virtualsk.com

COMPUTER & TECHNOLOGY SITES

Apple	http://www.apple.com/
Industry Canada - Technology Roadmaps	http://strategis.ic.gc.ca/epic/internet/intrm-crt.nsf/vwGeneratedInterE/Home
Microsoft	http://www.microsoft.com
National Research Council of Canada	http://www.nrc-cnrc.gc.ca/
Sasktel - Sympatico	http://www3.sk.sympatico.ca/
System for Electronic Document Analysis and Retrieval (SEDAR)	http://www.sedar.com/homepage_en.htm
WebReference.com	http://webreference.com/
Wilson Internet Services - Web Marketing Today	http://www.wilsonweb.com
Writing HTML	http://www.mcli.dist.maricopa.edu/tut/
ZDNet	http://www.zdnet.com

E-COMMERCE & E-BUSINESS

E-Commerce Guide - Electronic Commerce Guide	http://ecommerce.internet.com
E-Commerce Guide - News & Trends/Insights (EC Outlook)	http://ecommerce.internet.com/news/insights/outlook/
Electronic Commerce in Canada	http://e-com.ic.gc.ca/epic/internet/inecic-ceac.nsf/en/home
Emarketer	http://www.emarketer.com/
Forrester Research	http://www.forrester.com/home/0,6092,1-0,FF.html
Industry Canada - Consumer Connection	http://strategis.ic.gc.ca/epic/internet/inoca-bc.nsf/en/Home
Industry Canada - Retailing on the Internet	http://strategis.ic.gc.ca/epic/internet/inretra-comde.nsf/en/h_qn00005e.html
Internet Marketing Center	http://www.marketingtips.com
Commerce.net – Knowledge/Internet Statistics	http://www.commerce.net
Online Internet Marketing	http://www.bizweb2000.com/
Web Marketing Today - Wilson Internet Services	www.wilsonweb.com/wmt/
Writing HTML	http://www.mcli.dist.maricopa.edu/tut/

EDUCATION AND TRAINING

Canadian Interactive - Can Learn	http://www.canlearn.ca
Canada Education - International Education Media	http://www.internationaleducationmedia.com/canada/index.htm
Industry Canada - Campus Connection	http://campusconnection.net/index.jsp?lang=eng&cleaner=yes
Saskatchewan Education Exchange	http://www.saskeducationexchange.com/about/faqs.html
Saskatchewan Institute of Applied Science and Technology (SIAST)	http://www.siastr.sk.ca/
Saskatchewan Learning - Correspondence School	http://sgcs.sasked.gov.sk.ca
University of Regina	http://www.uregina.ca/
University of Saskatchewan	http://www.usask.ca/

EXPORTING / IMPORTING

American Demographics	http://www.demographics.com
BNA International	http://www.bnai.com
Canada Revenue Agency	http://www.ccr-a-adrc.gc.ca
Canadian Association of Importers & Exporters	http://www.importers.ca/
Canadian Border Services Agency	http://www.cbsa-asfc.gc.ca/import/menu-e.html
Canadian Exporters Catalogue	http://www.worldexport.com
Canadian International Trade Tribunal	http://www.citt.gc.ca/menu_e.htm
Culture Information	www.culturegram.com
Department of Foreign Affairs and International Trade	http://dfait-maeci.gc.ca
Dept of Foreign Affairs and International Trade - Business Women in Trade	http://www.dfait-maeci.gc.ca/businesswomen/
Department of Foreign Affairs and International Trade - NEBS, Canada-US Relations	http://www.can-am.gc.ca/menu-e.asp
DirectNIC	http://www.csa.international.org
Electronic Data, Gathering, Analysis and Retrieval system (EDGAR)	http://www.sec.gov/edgar.shtml
Export Development Canada	http://www.edc.ca
Export Hotline.com	http://www.exporthotline.com
EY Passport	http://www.doingbusinessin.com
Interactive Export Planner	http://prodt.businesscanada.gc.ca/exporter/ENG/app_templates/home_en.cfm

EXPORTING / IMPORTING

[illegible]

FINANCING

Advice For Investors	http://www.fin-info.com
American Express Canada	http://home3.americanexpress.com/canada/en/personal-main.asp
Bank of Montreal	http://www4.bmo.com/
Business Development Bank of Canada	http://www.bdc.ca
Canadian Bankers Association	http://www.cba.ca/en
CIBC	http://www.cibc.com/ca/personal.html
CNNMoney - Financial Strategy Centre	http://money.cnn.com
Dun & Bradstreet	http://www.dnb.com/us/
Globefund – Globe and Mail	http://www.globefund.com/
Government of Canada - Canada Saskatchewan Business Service Centre	http://www.cbasc.org/sask/index.cfm
Government of Canada/CSBSC – Financing for Small Business Info Guide	http://www.cbasc.org/sask/business_guides.cfm#Info_Guides
Industry Canada – Canada Small Business Financing Program	http://strategis.ic.gc.ca/epic/internet/incsbfp-pfpec.nsf/en/Home
Industry Canada - Sources of Financing	http://strategis.ic.gc.ca/epic/internet/insof-sdf.nsf/en/Home
Investor Home	http://www.investorhome.com
KPMG Canada	http://www.kpmg.ca/en
National Bank of Canada	http://www.nbc.ca
Nolo/Law for All - Self Help Law Centre	http://www.nolo.com/
Peace Hills Trust	http://www.peacehills.com
Personal Finance	http://cbs.marketwatch.com
PriceWaterhouseCoopers	Http://www.pwcglobal.com
Quicken (Financial Network)	http://www.quicken.com/

FINANCING

[illegible]

GOVERNMENT – FEDERAL

Business Development Bank of Canada	http://www.bdc.ca/
Canada Post	http://www.canadapost.ca
Canada Revenue Agency	http://www.ccr-a-adrc.gc.ca/
Canadian Commercial Corporation	http://www.ccc.ca
Canadian Innovation Centre	http://www.innovationcentre.ca/
Federal MPs	http://www.parl.gc.ca/information/about/people/key/Ministry.asp
Government Directory	http://www.lac-bac.gc.ca/9/1/p1-246-e.html
Government of Canada	http://canada.gc.ca
Government of Canada - Canada Business Service Centres	http://www.cb-sc.org
Government of Canada - Canada Saskatchewan Business Service Centre	http://www.cb-sc.org/sask
Government of Canada - Federal News Releases (What's New by Date)	http://canada.gc.ca/whats/wha-ind_e.html
Government of Canada - Foreign Affairs Canada	http://www.dfait-ma-eci.gc.ca
Government of Canada – Pocket Directory of Rural Programs and Services	http://www.rural.gc.ca/pocket
Human Resources and Skills Development Canada	http://www.hrdc-drhc.gc.ca/
Human Resources and Skills Development Canada - Labour Market Information	http://lmi-imt.hrdc-drhc.gc.ca
Industry Canada - Aboriginal Business Canada	http://www.strategis.ic.gc.ca/epic/internet/in-abc-eac.nsf/intro

GOVERNMENT – FEDERAL

Industry Canada - Canadian Business Map	http://commercecan.ic.gc.ca/
Industry Canada - CONTACT	http://strategis.ic.gc.ca/epic/internet/incu-cn.nsf/en/h_fj00004e.html
Industry Canada - Strategis	http://strategis.ic.gc.ca
National Library of Canada and National Archives of Canada	http://www.collectionscanada.ca
Pan Canadian Community Futures Network	http://communityfutures.ca
Statistics Canada	http://www.statcan.ca
Western Economic Diversification Canada	http://www.wd.gc.ca

GOVERNMENT – PROVINCIAL

Canada-Saskatchewan Career & Employment Services	http://www.sasknetwork.gov.sk.ca
Government of Saskatchewan	http://www.gov.sk.ca
Government of Saskatchewan News/Press Releases	http://www.gov.sk.ca/newsrel/govnr.html
Saskatchewan Agriculture, Food and Rural Revitalization	http://www.agr.gov.sk.ca
Saskatchewan Bureau of Statistics	http://www.gov.sk.ca/bureau.stats/
Saskatchewan Environment	http://www.se.gov.sk.ca/
Saskatchewan Finance	http://www.gov.sk.ca/finance/
Saskatchewan Finance - Provincial Tax Information	http://www.gov.sk.ca/finance/revenue/pst/bulletins.htm
Saskatchewan Government Relations and Aboriginal Affairs	http://www.municipal.gov.sk.ca
Saskatchewan Industry & Resources	http://www.ir.gov.sk.ca
Saskatchewan Justice	http://www.saskjustice.gov.sk.ca
Saskatchewan Justice - Consumer Complaints	http://www.saskjustice.gov.sk.ca/cpb/complaints.shtml
Saskatchewan Labour	http://www.labour.gov.sk.ca
Saskatchewan Learning	http://www.sasked.gov.sk.ca
Saskatchewan Public Service Commission	http://www.gov.sk.ca/psc/
Saskatchewan Trade & Export Partnership	http://www.sasktrade.sk.ca
SaskEnergy	http://www.saskenergy.com
SaskPower	http://www.saskpower.com
Sasktel	http://www.sasktel.com

HOME-BASED BUSINESS

[illegible]

HUMAN RESOURCES

[illegible]

INVENTIONS/INVENTORS

Canadian Innovation Centre	http://www.innovationcentre.ca/
Canadian Intellectual Property Office	http://cipo.gc.ca
Inventing in British Colombia	http://www.inventors.ca/bc/
Inventor's Digest Online	http://www.inventorsdigest.com
National Research Council Canada	http://www.nrc-cnrc.gc.ca/
National Research Council Canada - Canadian Technology Network	http://ctn-rct.nrc-cnrc.gc.ca/index.html
Patent Cafe – Intellectual Property Management	http://www.patentcafe.com
Saskatchewan Research Council	http://www.src.sk.ca/
Thomas Delphion – Business and Intellectual Property Network	http://www.delphion.com/
U.S. Patent & Trademark Office	http://www.uspto.gov

MAGAZINES/NEWSPAPERS

BizNiz Net: The Business Network	http://www.bizniz.net/index.html
Business Week	http://www.businessweek.com/
Canada.com	http://www.canada.com/national/
Canadian Business Magazine	http://www.canadianbusiness.com/index.asp
CNN Financial Network	http://money.cnn.com
Consumer Reports Online	http://www.consumerreports.org/main/home.jsp
Entrepreneur Magazine	http://www.entrepreneur.com
Fortune Magazine	http://www.fortune.com
Globe & Mail - Report on Business Magazine	http://www.robmagazine.com
Globe & Mail	http://www.globeandmail.com/
Inc. Online	http://www.inc.com/home/
Internet World Magazine	http://www.iw.com
Mouser Report	http://www.mouserinstitute.com/pages/mr.html
Newspaper Association of America	http://www.naa.org
Ottawa Business Journal	http://www.ottawabusinessjournal.com/
Sask News	http://www.sasknews.com
Small Business Advisor	http://www.isquare.com/
The Wall Street Journal Interactive	http://online.wsj.com/public/us
The Western Producer Online	http://www.producer.com/
The World Spectator	http://www.world-spectator.com/

MANUFACTURING & SUPPLING

Canadian Innovation Centre	http://www.innovationcentre.ca/
Canadian Manufacturers & Exporters	http://www.cme-mec.ca/index_flash.html
Canadian Trade Index	http://www.ctidirectory.com/
CSA International	http://www.csa-international.org/default.asp?language=english
Frasers Canadian Trade Directory	http://www.frasers.com/
Grey House Publishing - Thomas Food and Beverage Marketplace	http://www.tfir.com
Industry Canada - Canadian Company Capabilities	http://strategis.ic.gc.ca/sc_coinf/ccc/engdoc/homepage.html
Industry Canada - Canadian Industry Statistics	http://strategis.ic.gc.ca/sc_ecnmy/sio/homepage.html
Industry Canada - Guide to Canadian Industries	http://strategis.ic.gc.ca/sc_indps/qci/engdoc/homepage.html
Innovation Place	http://www.innovationplace.com/html/frameaset.html
PIMA – Agricultural Manufacturers of Canada	http://www.pima.ca/
Saskatchewan Products and Services	http://www.dreamretail.com/home.html
Saskatchewan Research Council	http://www.src.sk.ca/
Society of Manufacturing Engineers	http://www.sme.org
Thomas Global Register Europe	http://www.tremnet.com/
Thomas Register of American Manufacturers	http://www.thomasregister.com

MARKETING

E-Commerce - Electronic Commerce Guide	http://ecommerce.internet.com
Emarketer	http://emarketer.com/
Federal Trade Commission for the Consumer - Protecting Yourself When Buying/Selling Online	http://www.ftc.gov/bcp/menu-internet.htm
Industry Canada - International Business Information	http://strategis.ic.gc.ca/epic/internet/inibi-iai.nsf/en/Home
Marketing Magazine	http://www.marketingmag.ca/index.cgi
Mouser Institute	http://www.mouserinstitute.com/
Online Marketing Resource Centre	http://www.bizweb2000.com/
Web Reference.com	http://www.webreference.com
Wilson Internet Services – Web Marketing Today	http://www.wilsonweb.com/

NON PROFITS & CO-OPERATIVES

[illegible]

RETAIL

Canadian Restaurant & Foodservices Association	http://www.crfa.ca/
Industry Canada - Retailing on the Internet	http://strategis.ic.gc.ca/SSG/ir01581e.html
Mouser Institute	http://www.mouserinstitute.com
Retail Council of Canada	http://www.retailcouncil.org/

SEARCH ENGINES/LINK SITES

Alta Vista (Canada)	http://ca-en.altavista.com/?phcountry=k
Alta Vista	http://www.altavista.com/
Excite	http://excite.com
Google	http://www.google.ca
HotBot	http://hotbot.lycos.com/
Infoseek	http://infoseek.go.com
Mamma	http://www.mamma.com/
MetaCrawler	http://www.metacrawler.com/index.html
MySask.com	http://mysask.sympatico.ca/portal/index.jsp
Search Engine Watch	http://www.searchenginewatch.com/
Yahoo Canada	http://ca.yahoo.com
Yahoo	http://www.yahoo.com/

SMALL BUSINESS SITES

Better Business Bureau of Saskatchewan	http://www.bbbsask.com
Business Owners' Idea Café – Small Business Ideas, Grants and Plans	http://www.ideacafe.com/
Business Owners Toolkit	http://www.toolkit.cch.com
Canada One – Small Business Hub	http://www.canadaone.com
Entreworld – A World of Resources for Entrepreneurship	http://www.entreworld.org/
Industry Canada - Canadian Business Map	http://commercecan.ic.gc.ca/scdt/bizmap/interface2.nsf/
Industry Canada - Steps to Competitiveness	http://strategis.ic.gc.ca/epic/internet/instcolevc.nsf/en/Home
Industry Canada - Steps to Growth Capital	http://strategis.ic.gc.ca/sc_mangb/stepstogrowth/engdoc/homepage.php
Institute of Management and Administration - Business Directory	http://www.ioma.com
Small Business Administration (SBA)	http://www.sbaonline.sba.gov/
Small Business and Home Business Ideas	http://www.businessknowhow.com
Start and Run a Small Business	http://www.businesstown.com/
The Entrepreneurship Institute of Canada	http://www.entinst.ca/

TELEPHONE DIRECTORIES

Canada411	http://www.canada411.ca
Infobel – Telephone Directories on the Web	http://www.infobel.com
Infospace - The Ultimate Directory	http://www.infospace.com/
MySask.com	http://mysask.sympatico.ca/portal/index.jsp
Phone Lists; Websites; Area Codes; etc. (North America)	http://www.555-1212.com
Switchboard - Find a Person	http://www.switchboard.com/bin/cgiqa.dll?mg=
Verizon Big Book (US)	http://www.bigbook.com
World Chamber of Commerce Directory	http://www.chamberofcommerce.com/
Yellow.ca	http://www.yellow.ca/y/home.html
Yellow Pages Canada	http://www.yellowpages.ca/searchBusiness.do

WOMEN

[illegible]

YOUTH

Aboriginal Youth Business Council	http://www.aybc.org/
Business Development Bank of Canada – Young Entrepreneur	http://www.bdc.ca/en/i_am/young_entrepreneur/default.htm
Canadian Youth Business Foundation	http://www.cybf.ca/
Career Circuit	http://www.thecircuit.org
Government of Canada – Human Resources and Skills Development Canada - Youth Employment Initiatives	http://www.hrsdc.gc.ca/en/epb/yi/yep/commom/guide.shtml
Government of Canada - Youth Path	http://www.youth.gc.ca
Junior Achievement of Canada	http://www.jacan.org/
REALM Magazine	http://www.realm.net/index-e.cfm?&FS=1
Saskatchewan Learning	http://www.sasked.gov.sk.ca/P/
Young Entrepreneurs Association	http://www.yea.ca/

PRODUCT SOURCES

NAME: Saskatchewan Livestock Association

ADDRESS: Exhibition Grounds
Canada Centre 2nd Floor
Box 3771
Regina, Saskatchewan S4P 3N8

PHONE: (306) 757-6133 **FAX:** (306) 525-5852

PRODUCTS: Livestock

E-MAIL: sla@accesscomm.ca

NAME: Northcott Cattle Co. Inc.

ADDRESS: Highway #1 East
Regina, Saskatchewan S4P 2Z5

PHONE: (306) 525-0589

PRODUCTS: Cattle Brokers

NAME: Heartland Livestock Services

ADDRESS: Highway #1 East, Box 37
Regina, Saskatchewan S4P 2Z5

PHONE: (306) 757-3601 **FAX:** (306) 789-5707

PRODUCTS: Livestock dealers.

WEB SITE: www.hls.ca

E-MAIL: web@hls.ca

NAME: Roy Leitch Livestock
(615238 Saskatchewan Limited)

ADDRESS: Site 6, Box 7
Craven, Saskatchewan S0G 0W0

PHONE: (306) 569-0796 **FAX:** (306) 757-7130

PRODUCTS: Sheep and lambs

PRODUCT SOURCES

NAME: Saskatchewan Rabbit Meat Producers Incorporated

ADDRESS: Box 37176
Regina, Saskatchewan S4S 7K4

PHONE: (306) 757-9913

PRODUCTS: Live rabbits for abattoirs

NAME: Saskatchewan Livestock Breed Contacts

ADDRESS: Aginfonet Canada Corporation
102 - 2 Research Drive
Regina, Saskatchewan S4S 7H9

PHONE: (306) 789-5153 **Fax:** (306) 789-7630

WEBSITE: <http://www.aginfonet.com/aglibrary/home.shtml>

E-MAIL: infonet@aginfonet.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Jarvis Industries Canada Limited
ADDRESS: 3915, 78th Avenue South East, Bay A
Calgary, Alberta T2C 2J6
PHONE: (403) 236-5350 **FAX:** (403) 279-8005
PRODUCTS: Abattoir Equipment

NAME: Alsort Store Fixtures & Interiors
ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6
PHONE: (306) 352-6700 **FAX:** (306) 352-4100
PRODUCTS: Layout, design - store fixtures, equipment, refrigeration, etc.
WEB SITE: www.alsort.com
E-MAIL: alsort@sasktel.net

NAME: Western Retail Interiors
ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4
PHONE: (306) 477-2244
Or 1-800-665-0550 **FAX:** (306) 477-0550
PRODUCTS: Layout, design and fixtures.
WEB SITE: <http://www.westernretail.com>

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Refrigerated display cases, walk-in-coolers, new and used equipment and service, checkouts, compressors etc., layout, design and racking.

NAME: Maple Leaf Scale & Butcher Supply Inc.

ADDRESS: 734A 45th Street West
Saskatoon, Saskatchewan S7L 5X1

PHONE: (306) 382-4789 **FAX:** (306) 668-6171

PRODUCTS: Scales, labellers, slicers, saws, tenderizers, cutlery, mincers and vacuum packaging machines. Sales, service and rentals.

TRADE SHOWS

NAME: Saskatchewan Meat Processors Association

FREQUENCY: Annual (February)

ADDRESS: 2548 Garnet Street
Regina, Saskatchewan S4T 3A5

PHONE: (306) 522-3709 **FAX:** (306) 522-6259

PRODUCTS: Convention and Trade Show including all aspects of the meat industry. Spices, equipment, refrigeration, air purifiers, insurance, etc.

E-MAIL: smpa@sasktel.net

NAME: Canadian Western Agribition

FREQUENCY: Annual (November) - Consumer

ADDRESS: Canadian Western Agribition
Box 3535
Regina, Saskatchewan S4P 3J8

PHONE: (306) 565-0565 **FAX:** (306) 757-9963

PRODUCTS: Products and services agriculturally related. Most types of livestock, art, clothing, food.

WEB SITE: www.agribition.com

E-MAIL: info@agribition.com

TRADE SHOWS

NAME: Western Canada Farm Progress Show

FREQUENCY: Annual (June)

ADDRESS: Western Canada Farm Progress Show
Box 167
Regina, Saskatchewan S4P 2Z6

PHONE: (306) 781-9200 **FAX:** (306) 781-9396
Or 1-888-734-3975

PRODUCTS: Local, provincial, national and international agriculture equipment, products & services, chemicals, fertilisers, machinery, demonstrations, inventions, family exhibits, research and technology.

WEB SITE: www.wcfps.com

E-MAIL: wcfpsexhibit@reginaexhibition.com

NAME: Frontier Days

FREQUENCY: Annual (Summer)

ADDRESS: Swift Current Agricultural & Exhibition Association
Box 146
Swift Current, Saskatchewan S9H 3V5

PHONE: (306) 773-2944 **FAX:** (306) 773-7015

PRODUCTS: Agricultural, horticultural, industrial, home crafts, livestock, light horse show and rodeo, 4-H shows, midway/grandstand entertainment, casino, cowboy poetry, etc.

WEB SITE: www.swiftcurrentex.com

E-MAIL: swiftcurrentex@sasktel.net

TRADE SHOWS

NAME: Saskatoon Fall Fair

FREQUENCY: Annual (November)

ADDRESS: Saskatoon Prairieland Park Corporation
Box 6010
Saskatoon, Saskatchewan S7K 4E4

PHONE: (306) 931-7149 **FAX:** (306) 931-7886
Or 1-888-931-9333

PRODUCTS: Farm & livestock equipment, cattle show & sale, agriculture's newest innovative products and services.

WEB SITE: www.saskatoonex.com

E-MAIL: contactus@saskatoonex.com

NAME: AG Expo & North American Seed Fair

FREQUENCY: Annual (March)

ADDRESS: Lethbridge and District Exhibition Grounds
3401 Parkside Drive S
Lethbridge, Alberta T1J 4R3

PHONE: (403) 328-4491 **FAX:** (403) 320-8139

PRODUCTS: Pure-bred beef cattle, livestock, & horticulture

WEB SITE: <http://www.exhibitionpark.ca>

E-MAIL: events@exhibitionpark.ca

TRADE ASSOCIATIONS

NAME: Saskatchewan Meat Processors Association
ADDRESS: 2548 Garnet Street
Regina, Saskatchewan S4T 3A5
PHONE: (306) 522-3709 **FAX:** (306) 522-6259
E-MAIL: smpa@sasktel.net

NAME: Saskatchewan Livestock Association
ADDRESS: Exhibition Park Canada Centre Building
2nd floor
Box 3771
Regina, Saskatchewan S4P 3N8
PHONE: (306) 757-6133 **FAX:** (306) 525-5852
E-MAIL: sla@accesscomm.ca

NAME: Alberta Food Processors Association (AFPA)
ADDRESS: 10403 - 172nd Street, Suite 220
Edmonton, Alberta T5S 1K9
PHONE: (780) 444-2272 **FAX:** (780) 483-7590
WEB SITE: <http://www.afpa.com>
EMAIL: info@afpa.com

NAME: Canadian Meat Council (CMC)
ADDRESS: Dow's Lake Court
875 Carling Avenue, Suite 410
Ottawa, Ontario K1S 5P1
PHONE: (613) 729-3911 **FAX:** (613) 729-4997
WEB SITE: <http://www.canswine.ca/pack.html>
E-MAIL: info@cmc-cvc.com

TRADE ASSOCIATIONS

NAME: Canadian Cattlemen's Association
ADDRESS: 215 - 6715 8th Street North East
Calgary, Alberta T2E 7H7
PHONE: (403) 275-8558 **FAX:** (403) 274-5686
WEB SITE: <http://www.cattle.ca>
E-MAIL: feedback@cattle.ca

NAME: Saskatchewan Food Processors Association
ADDRESS: Suite 107, 105 North Road
Saskatoon, Saskatchewan S7N 4L5
PHONE: (306) 683-2410 **FAX:** (306) 683-2420
WEB SITE: <http://www.saskmade.ca/>
E-MAIL: info@sfpa.sk.ca

TRADE JOURNALS

NAME: (1) AAMPlifier
(2) Gold Book

FREQUENCY: (1) Twenty-four issues per year
(2) Biennial (1991, 1993, etc.)

ADDRESS: American Association of Meat Processors
P.O. Box 269
Elizabethtown, Pennsylvania 17022

PHONE: (717) 367-1168 **FAX:** (717) 367-9096

DESCRIPTION: (1) Information to small meat processors, capital line-ups & information pertaining to government activities.
(2) Listing of association members, meat businesses, industry suppliers, allied industry groups & individuals.

WEB SITE: www.aamp.com

E-MAIL: info@aamp.com

NAME: Meat & Poultry (The Business Journal)

FREQUENCY: Monthly

ADDRESS: Sosland Publishing Co.
4800 Main Street, Suite 100
Kansas City, Missouri 64112-2513

PHONE: (816) 756-1000 **FAX:** (816) 756-0494
Or 1-800-338-6201

WEBSITE: www.sosland.com

E-MAIL: web@sosland.com

NAME: Meat Marketing & Technology

FREQUENCY: Monthly

ADDRESS: Marketing & Technology Group
1415 North Dayton
Chicago, Illinois 60622

PHONE: (312) 266-3311 **FAX:** (312) 266-3363

WEB SITE: www.meatingplace.com **E-MAIL:** webmaster@meatingplace.com

TRADE JOURNALS

NAME: Processing

FREQUENCY: Twelve issues per year plus additional handbooks

ADDRESS: Putman Media, Inc.
555 West Pierce Road, Suite 301
Itasca, Illinois 60143

PHONE: (630) 467-1300 **FAX:** (630) 467-1120

WEBSITE: www.processingmagazine.com

E-MAIL: webmaster@putman.net

NAME: Canadian Poultry

FREQUENCY: Monthly

ADDRESS: Annex Printing & Publishing, Inc
222 Argyle Ave.
Delhi, Ontario N4B 2Y2

PHONE: 1-866-790-6070 (ext 207) **FAX:** 1-877-624-1940

WEBSITE: www.canadianpoultrymag.com

E-MAIL: bookstore@annexweb.com

NAME: Meat Processing

FREQUENCY: Monthly

ADDRESS: Watt Publishing Co.
122 S. Wesley Ave
Mount Morris, Illinois 61054-1497

PHONE: (815) 734-4171 **FAX:** (815) 734-4201

WEB SITE: www.wattnet.com

OTHER MARKET DATA SOURCES

NAME: Meat and Poultry Products Industries

FREQUENCY: Annual

AUTHOR: Statistics Canada

ADDRESS: Statistical Reference Centre (National Capital Region)
Rm. 1500, Main Building, Holland Avenue
Ottawa, Ontario K1A 0T6

PHONE: 1-800-263-1136 **FAX:** 1-877-287-4369

WEBSITE: <http://www.statcan.ca:8096/bsolc/english/bsolc?catno=23-202-X>

E-MAIL: infostats@statcan.ca

USE: Number of establishments, wages, salaries, operational costs, materials and supplies used for Canada and Province.

NAME: Aginfonet Canada Corporation

ADDRESS: 102 – 2 Research Drive
Regina, Saskatchewan S4S 7H9

PHONE: (306) 789-5153 **Fax:** (306) 789-7630

WEB SITE: <http://www.aginfonet.sk.ca>

E-MAIL: infonet@aginfonet.com

USE: Provides updated market prices, weather information, agricultural related trade shows, conferences, associations, manufacturers, producers, suppliers, etc. This is a powerful search engine for agricultural related links.

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages
FREQUENCY: Every 2 years
AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7
PHONE: (306) 787-2438 **FAX:** (306) 787-4780
Or 1-800-667-1783
WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>
E-MAIL: webmaster@lab.gov.sk.ca

NAME: Cattle Identification Program
AUTHOR: Canadian Food Inspection Agency
ADDRESS: 59 Camelot Drive
Nepean, Ontario K1A 0Y9
PHONE: (613) 225-2342 or **FAX:** (613) 228-6601
1-800-442-2342
WEBSITE: <http://www.inspection.gc.ca/>

CANADA-SASKATCHEWAN BUSINESS SERVICE CENTRE PROGRAM INFORMATION:

http://www.cbisc.org/sask/sbis/search/display.cfm?code=3155&Coll=FE_FEDSBIS_E

NAME: Sheep Identification Program
AUTHOR: Canadian Food Inspection Agency
ADDRESS: 59 Camelot Drive
Nepean, Ontario K1A 0Y9
PHONE: (613) 225-2342 or **FAX:** (613) 228-6601
1-800-442-2342
WEBSITE: <http://www.inspection.gc.ca/>

CANADA-SASKATCHEWAN BUSINESS SERVICE CENTRE PROGRAM INFORMATION:

http://www.cbisc.org/sask/sbis/search/display.cfm?code=3154&Coll=FE_FEDSBIS_E

ACTS/REGULATIONS

REFERENCE: Health of Animals Act 1990, c.21

ADDRESS: Canadian Food Inspection Agency (CFIA)
59 Camelot Drive
Nepean, Ontario K1A 0Y9

PHONE: (613) 225-2342 or **FAX:** (613) 228-6601
1-800-442-2342

WEBSITE: <http://www.inspection.gc.ca>

COMMENTS: The CFIA is responsible for the enforcement of the Program through the Health of Animals Act and Regulations. The strategy combines education, information and enforcement actions.

REFERENCE: Diseases of Animals Act

ADDRESS: Saskatchewan Agriculture, Food and Rural Revitalization

PHONE: (306) 787-8525 **FAX:** (306) 787-0271

WEBSITE: <http://www.agr.gov.sk.ca/default.asp>
<http://www.qp.gov.sk.ca/index.cfm?fuseaction=publications.details&p=478> (Act)

E-MAIL: jlturnas@agr.gov.sk.ca

REFERENCE: Regulations Governing the Inspection of Meat in Domestic Abattoirs 911/68
Under *The Diseases of Animals Act, 1966 – Section 4*

ADDRESS: Saskatchewan Agriculture, Food and Rural Revitalization

PHONE: (306) 787-8525 **FAX:** (306) 787-0271

WEBSITE: <http://www.agr.gov.sk.ca/default.asp>
<http://www.agr.gov.sk.ca/docs/processing/beef/marketingmeat.asp>
http://www.agr.gov.sk.ca/DOCS/about_us/programs_services/meatinspect.asp
<http://www.publications.gov.sk.ca/details.cfm?p=1568> (Regulations)

E-MAIL: jlturnas@agr.gov.sk.ca



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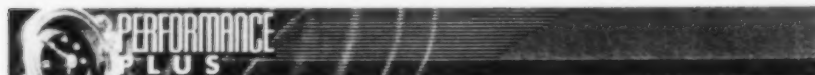
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [31151](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada

NAICS Number: 31151 - Animal Slaughtering and Processing

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	660							
Revenue Range:								
Low Value (\$ 000)	30	30	344	30	154	344	971	
High Value (\$ 000)	5000	344	5000	154	344	971	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	66.3 (A)	52.2	67.7	39.4	56.7	62.8	68.9	89.1
Wages and benefits	5.4 (A)	4.1	5.5	1.8	4.9	3.7	5.9	26.4
Purchases, materials and sub-contracts	61.5 (A)	47.5	62.9	34.6	51.9	59.3	63.6	88.9
Opening inventory	3.2 (A)	4.0	3.1	4.3	3.9	3.3	3.0	45.4
Closing inventory	3.7 (A)	3.5	3.8	1.4	4.2	3.5	3.8	44.2
Operating expenses (indirect expenses)	32.7 (A)	44.8	31.4	51.0	42.6	37.6	29.9	100.0
Labour and commissions	12.5 (A)	14.0	12.4	16.1	13.3	15.6	11.5	81.2
Amortization and depletion	2.2 (A)	3.9	2.0	4.6	3.6	2.9	1.8	87.3
Repairs and maintenance	1.7 (A)	2.8	1.6	2.7	2.8	1.9	1.5	81.3
Utilities and telephone/telecommunication	2.2 (A)	4.2	2.0	4.7	4.0	3.0	1.7	91.8
Rent	1.2 (A)	2.3	1.0	2.5	2.3	2.1	0.8	54.6
Interest and bank charges	1.3 (A)	2.4	1.2	2.6	2.2	2.0	1.0	91.7
Professional and business fees	1.1 (A)	1.6	1.0	2.4	1.3	1.0	1.0	92.9
Advertising and promotion	0.4 (A)	0.9	0.4	0.8	1.0	0.5	0.4	81.6
Delivery, shipping and warehouse expenses	1.0 (A)	0.5	1.1	0.4	0.6	0.5	1.2	44.0
Insurance	0.5 (A)	1.3	0.5	1.9	1.1	0.7	0.4	83.0
Other expenses	8.5 (A)	10.6	8.3	12.1	10.4	7.5	8.5	99.4
Total expenses	98.9 (A)	97.0	99.2	90.4	99.3	100.5	98.8	100.0
Net profit/loss	1.0 (B)	2.9	0.8	9.4	0.6	-0.5	1.1	100.0

Average number of paid employees

4.8 0.9 8.7 0.5 1.4 3.7 13.7

FINANCIAL RATIOS

Interest coverage ratio

1.8 2.2 1.7 4.4 1.3 0.8 2.2

Gross margin (%)

33.7 47.8 32.3 60.6 43.3 27.2 31.1

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

65.8

Total revenue

842.0 (A) 160.5 1671.5 82.1 232.0 636.2 2477.9

Total expenses

798.4 (A) 141.9 1597.5 65.0 212.1 611.2 2365.6

Net profit

43.4 (A) 18.3 74.0 16.9 19.5 25.0 112.2

Non-Profitable

Total revenue

897.1 (A) 164.6 1392.4 87.2 257.3 581.9 2539.1

Total expenses

954.5 (A) 195.2 1467.8 100.2 309.0 615.6 2673.5

Net loss

-57.8 (A) -30.5 -76.1 -12.7 -51.7 -33.8 -135.0

Updated: 2004-05-22

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AGRICULTURAL IMPLEMENTS

PRODUCT SOURCES

NAME: Belarus Tractor of Canada

ADDRESS: 44 Kress St
Regina, Saskatchewan S4N 5Y3

PHONE: (306) 757-5617 **FAX:** (306) 525-0624

PRODUCTS: Distributors of agricultural parts & equipment. Dealer inquires welcome.

WEB SITE: <http://www.belarus.ca>

E-MAIL: info@belarus.ca

NAME: John Deere Limited

ADDRESS: 455 Park Street
Regina, Saskatchewan S4N 5B2

PHONE: (306) 791-3200

PRODUCTS: Western Canada marketing department, wholesale only. Tractors and various farming implements.

WEB SITE: www.deere.com

NAME: Ralph McKay Industries Limited

ADDRESS: 130 Hodsman Road
Regina, Saskatchewan S4N 5X4

PHONE: (306) 721-9292 **FAX:** (306) 721-9622

PRODUCTS: Manufacturers of cultivator sweeps & shovels. All earth engaging equipment.

WEB SITE: <http://www.mckayempire.com> **E-MAIL:** sales@mckayempire.com

NAME: Rite Way Mfg. Co. Ltd.

ADDRESS: Box 328
Imperial, Saskatchewan S0G 2J0

PHONE: (306) 963-2180 **FAX:** (306) 963-2660
Or 1-800-352-8822 **E-MAIL:** info@ritewaymfg.com

PRODUCTS: Manufacturers of harrow packer drawbars, pulse rock rollers, accu-seeders, rock pickers, rock windrowers, harrow drawbars, chisel plows & chemical applicators.

PRODUCT SOURCES

NAME: Sakundiak Equipment Ltd.

ADDRESS: Box 1996
2800 Pasqua Street North
Regina, Saskatchewan S4P 3E1

PHONE: (306) 545-4044 **FAX:** (306) 545-4216

PRODUCTS: Manufacturers of grain handling equipment.

WEB SITE: <http://www.sakundiak.com>

E-MAIL: sakundiak.equip@sasktel.net

NAME: Warrens Agricultural Directory

ADDRESS: #800 – 1900 Albert Street
Regina, Saskatchewan S4P 4K8

PHONE: (306) 777-0405
Or 1-800-667-2208 **FAX:** (306) 359-7849

PRODUCTS: Lists manufacturers and sellers of equipment, products and services

WEB SITE: <http://www.warrensdirectory.com>

E-MAIL: warrens@warrensdirectory.com

NAME: Saskatchewan Industry and Resources

ADDRESS: 2103 – 11th Avenue, 4th floor
Bank of Montreal Building
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-4707 **FAX:** (306) 787-3989

PRODUCTS: List of equipment manufacturers (Manufacturers' Guide)

WEB SITE: <http://www.ir.gov.sk.ca>

AGRICULTURAL IMPLEMENTS

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Alsort Store Fixtures & Interiors
ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6
PHONE: (306) 352-6700 **FAX:** (306) 352-4100
PRODUCTS: Layout design, shelving, store fixtures, etc.
WEB SITE: <http://www.alsort.com>
E-MAIL: alsort@sasktel.net

NAME: Hussman Canada Inc.
ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8
PHONE: (306) 721-2700 **FAX:** (306) 721-4711
Or
ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan
PHONE: (306) 934-4440 **FAX:** (306) 934-7111
PRODUCTS: Shelving, layout designs, racking, etc.

NAME: Johnston Equipment
ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2
PHONE: (306) 721-2300 **FAX:** (306) 721-2175
Or 1-800-668-5586
PRODUCTS: Layouts, design, installation, metal shelving & racking etc.
WEBSITE: www.gnjohnston.com

AGRICULTURAL IMPLEMENTS

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Western Retail Interiors Ltd.
ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4
PHONE: (306) 477-2244
Or 1-800-665-0550 **FAX:** (306) 477-0550
PRODUCTS: Manufacturers and distributors of store fixtures.
WEB SITE: <http://www.westernretail.com>

NAME: Fairwell Commercial Interiors Ltd.
ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2
PHONE: (306) 586-6854 **FAX:** (306) 586-3631
PRODUCTS: Contractor

NAME: Blazer Store Fixtures Inc.
ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7
PHONE: (306) 244-1212 **FAX:** (306) 244-4412
PRODUCTS: New & used shelving, accessories, slatwalls, counters, etc.
WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>
E-MAIL: blazerstorefixtures@sasktel.net

AGRICULTURAL IMPLEMENTS

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Westmount Store Fixtures

ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4

PHONE: (780) 424-8950
Or 1-800-561-1951

FAX: (780) 425-8578

PRODUCTS: Shure Sell store fixtures, layouts and design.

WEBSITE: www.westmountstorefixtures.com

E-MAIL: fixtures@westmountstorefixtures.com

NAME: DisplayCo Canada Inc.

ADDRESS: 2365 2nd Avenue
Regina, Saskatchewan S4R 1A5

PHONE: (306) 569-2404
Or 1-888-343-7469

FAX: (306) 565-3961

PRODUCTS: Signs, displays (also trade show displays).

WEB SITE: <http://www.displayco.ca/>

E-MAIL: info@displayco.ca

TRADE SHOWS

NAME: Western Canada Farm Progress Show

FREQUENCY: Annual - June [trade & consumer]

ADDRESS: Western Canada Farm Progress Show
Box 167
Regina, Saskatchewan S4P 2Z6

PHONE NO: (306) 781-9200 **FAX:** (306) 781-9396

PRODUCTS: Agricultural products, dryland technology, ideas and information.

WEB SITE: <http://www.wcfps.com>

E-MAIL: wcfpsexhibit@reginaexhibition.com

NAME: Canadian Western Agribition

FREQUENCY: Annual - November [consumer]

ADDRESS: Canadian Western Agribition
Box 3535
Regina, Saskatchewan S4P 3J8

PHONE NO: (306) 565-0565 **FAX:** (306) 757-9963

PRODUCTS: Products and services agriculturally related. Large variety of livestock, art, clothing, and food.

WEB SITE: <http://www.agribition.com>

E-MAIL: info@agribition.com

TRADE SHOWS

NAME: International Plowing Match & Rural Expo
FREQUENCY: Annual - September [trade & consumer]
ADDRESS: Ontario Plowmen's Association
188 Nicklin Road
Guelph, Ontario N1H 7L5
PHONE: (519) 767-2928 **FAX:** (519) 767-2101
Or 1-800-661-7569
PRODUCTS: Farm products & services.
WEB SITE: <http://www.plowingmatch.org>
E-MAIL: admin@plowingmatch.org

NAME: Northlands Farm & Ranch Show
FREQUENCY: Annual - March [Consumer]
ADDRESS: #605, 999 - 8th Street S.W.
Calgary, Alberta T2R 1J5
PHONE: (403) 209-3555 **FAX:** (403) 245-8649
Or 1-888-799-2545 (ext 563)
PRODUCTS: Farm equipment, machinery, fertiliser, feed service & allied agricultural products.
WEB SITE: <http://www.farmandranchshow.com/>
E-MAIL: nfrvisitor@ca.dmgworldmedia.com

NAME: Saskatoon Fall Fair
FREQUENCY: Annual - November (Trade & Consumer)
ADDRESS: Saskatoon Prairieland Park Corporation
Box 6010
Saskatoon, Saskatchewan S7K 4E4
PHONE: (306) 931-7149 **FAX:** (306) 931-7886
WEB SITE: <http://www.saskatoonex.com>
E-MAIL: contactus@saskatoonex.com

TRADE SHOWS

NAME: Atlantic Farm Mechanization Show

FREQUENCY: Biennial - March [Consumer & Trade]

ADDRESS: Atlantic Farm Mechanization Show Inc.
PO Box 686
Moncton, New Brunswick E1C 8M7

PHONE: (506) 856-9898 **FAX:** (506) 852-4826

PRODUCTS: New lines and ideas in farm equipment.

WEB SITE: <http://www.farmmechshow.com>

E-MAIL: info@farmmechshow.com

NAME: Canadian International Farm Equipment Show

FREQUENCY: Annual - February [Trade]

ADDRESS: Dawn Morris Productions Inc.
1434 Chemong Road, Unit 3
R.R. #1
Peterborough, Ontario K9J 6X2

PHONE: (705) 741-2536 **FAX:** (705) 741-2539
Or 1-888-689-3721

PRODUCTS: Farm equipment/machinery/buildings, seed, material handling, feed, seed, fertiliser, chemicals, service companies and suppliers.

NOTE: For show review see Farm Equipment Quarterly

WEB SITE: <http://www.torontofarmshow.com>

E-MAIL: info@torontofarmshow.com

TRADE ASSOCIATIONS

NAME: Association of Equipment Manufacturers (AEM Canada)
ADDRESS: 1398 Treeland Street
Burlington, Ontario L7R 4S1
PHONE: (905) 632-8483 **FAX:** (905) 632-7138
WEB SITE: www.aem.org
E-MAIL: info@aem.org

NAME: PIMA - Agricultural Manufacturers of Canada
ADDRESS: Stockman's Arena, Regina Exhibition Park
P.O. Box 636 Stn Main
Regina, Saskatchewan S4P 3A3
PHONE: (306) 522-2710 **FAX:** (306) 781-7293
Or 1-888-999-7462
WEB SITE: <http://www.pima.ca>
E-MAIL: pima@pima.ca

NAME: Prairie Agriculture Machinery Institute (PAMI)
ADDRESS: Highway #5 West
P.O. Box 1900
Humboldt, Saskatchewan S0A 2A0
CONTACT: Barrie Broad, Manager
PHONE: (306) 682-2555 **FAX:** (306) 682-5080
Or 1-800-567-7264
WEB SITE: <http://www.pami.ca>
E-MAIL: Humboldt@pami.ca

TRADE JOURNALS

NAME: Agricultural Implement Industry

FREQUENCY: Annual

PUBLISHER: Statistics Canada

ADDRESS: Statistical Reference Centre (National Capital Region)
Rm. 1500, Main Building, Holland Avenue
Ottawa, Ontario K1A 0T6

PHONE: 1-800-263-1136 **FAX:** 1-877-287-4369

WEBSITE: <http://www.statcan.ca>

E-MAIL: infostats@statcan.ca

NAME: Le Meunier

FREQUENCY: Three issues per year (Spring, Summer, Fall)

ADDRESS: AQINAC, Local 115
2323 Versant Road, Bureau 115
Saint-Foy, Quebec G1N 4P4

PHONE: (418) 688-9227 **FAX:** (418) 688-3575

E-MAIL: aqinac@globetrotter.qc.ca

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca

ACTS/REGULATIONS

REFERENCE: Agriculture Equipment Dealerships Act

ADDRESS: Queen's Printer
B19, 3085 Albert Street
Regina, Saskatchewan S4S 0B1

PHONE: (306) 787-6894 **FAX:** (306) 798-0835

WEBSITE: <http://www.qp.gov.sk.ca/>
<http://www.publications.gov.sk.ca/details.cfm?p=396>

COMMENTS: An Act respecting Agricultural Equipment Dealerships

REFERENCE: Agriculture Equipment Dealer License Renewal

ADDRESS: Saskatchewan Agriculture, Food and Rural Revitalization
Room 201, 3085 Albert Street
Regina, Saskatchewan S4S 0B1

PHONE: (306) 787-4680 **FAX:** (306) 787-1315

WEBSITE: <http://www.agr.gov.sk.ca/>
<http://www.publications.gov.sk.ca/details.cfm?p=9>

COMMENTS: Agricultural Implement Dealers in Saskatchewan must renew their registration annually before March 31st.

REFERENCE: Agricultural Implements Act

ADDRESS: Saskatchewan Agriculture, Food and Rural Revitalization
3085 Albert Street
Regina, Saskatchewan S4S 0B1

PHONE: (306) 787-5140

WEBSITE: <http://www.agr.gov.sk.ca/>
http://www.agr.gov.sk.ca/DOCS/about_us/programs_services/AgImplementsBd01.asp

COMMENTS: The Agricultural Implements Act regulates farm implement dealers to ensure parts and services are available. Failure to provide parts and service in a timely manner may result in an award to the farmer from the Agricultural Implements Compensation Fund.

ACTS/REGULATIONS

REFERENCE: The Environmental Assessment & Review Process

ADDRESS: Saskatchewan Environment, Environmental Assessment Branch
Room 142, 3211 Albert Street
Regina, Saskatchewan S4S 5W6

PHONE: (306) 787-6132

WEBSITE: <http://www.se.gov.sk.ca/>
<http://www.se.gov.sk.ca/environment/assessment/reviewprocess.htm>

E-MAIL: envassess@serm.gov.sk.ca





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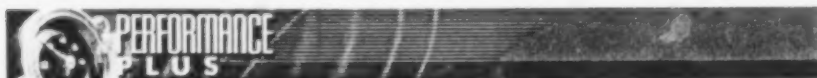
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [33311](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada

NAICS Number: 33311 - Agricultural Implement Manufacturing

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	370							
Revenue Range								
Low Value (\$ 000)	30	30	365	30	141	365	1327	
High Value (\$ 000)	5000	365	5000	141	365	1327	5000	

(percent of total revenue)

<u>Total revenue</u>	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
<u>Cost of sales (direct expenses)</u>	67.7 (A)	48.9	69.5	34.3	52.3	61.8	71.7	91.5
Wages and benefits	11.9 (A)	5.6	12.5	1.4	7.0	12.5	12.5	42.9
Purchases, materials and sub-contracts	56.3 (A)	43.1	59.7	32.8	45.2	48.6	62.9	89.3
Opening inventory	11.2 (A)	14.2	11.0	16.5	13.0	10.1	11.2	47.8
Closing inventory	13.7 (A)	14.1	13.7	16.5	12.9	9.4	14.9	45.6
<u>Operating expenses (indirect expenses)</u>	27.3 (A)	45.5	25.6	60.9	40.9	34.5	23.1	99.5
Labour and commissions	10.4 (A)	12.1	10.2	9.9	13.0	13.3	9.4	72.1
Amortization and depletion	2.3 (A)	5.3	2.0	11.6	3.5	3.2	1.7	89.6
Repairs and maintenance	1.1 (A)	2.5	1.0	3.7	2.0	1.5	0.8	71.0
Utilities and telephone/telecommunication	1.2 (A)	3.5	1.0	5.7	2.7	1.5	0.9	85.2
Rent	1.1 (A)	2.7	0.9	1.8	2.9	1.6	0.8	54.4
Interest and bank charges	1.5 (A)	3.4	1.4	7.7	2.2	1.5	1.3	92.6
Professional and business fees	1.4 (A)	2.3	1.3	3.7	1.8	1.4	1.3	95.1
Advertising and promotion	1.0 (A)	1.3	1.0	1.5	1.1	1.1	0.9	84.2
Delivery, shipping and warehouse expenses	0.5 (A)	0.4	0.5	0.2	0.4	1.0	0.4	42.1
Insurance	0.7 (A)	1.8	0.6	3.1	1.4	0.9	0.6	76.1
Other expenses	6.0 (A)	10.3	5.6	12.0	9.8	7.6	5.0	98.6
<u>Total expenses</u>	95.0 (A)	94.4	95.1	95.2	93.2	96.2	94.8	100.0
<u>Net profit/loss</u>	4.9 (A)	5.3	4.8	4.5	6.4	3.4	5.2	100.0

Average number of paid employees

5.0 0.7 9.2 0.2 1.1 4.7 13.7

FINANCIAL RATIOS

Interest coverage ratio

4.2 2.6 4.5 1.6 3.9 3.3 4.9

Gross margin (%)

32.3 51.1 30.5 65.7 47.7 38.2 28.3

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

68.4

Total revenue

1154.9 (A) 185.5 1890.6 85.9 248.3 786.7 2761.5

Total expenses

1066.6 (A) 155.4 1758.3 61.5 214.2 714.0 2582.5

Net profit

87.5 (A) 29.1 131.4 24.6 32.6 70.6 179.0

Non-Profitable

Total revenue

546.0 (A) 132.5 1304.6 67.6 222.8 747.2 2608.2

Total expenses

584.0 (A) 150.4 1379.3 86.0 239.5 816.3 2695.9

Net loss

-39.5 (A) -18.2 -78.3 -19.0 -16.5 -74.2 -87.0

Updated: 2004-06-01

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FIXTURE & EQUIPMENT SUPPLIERS

NAME: Acklands - Grainger Inc.

ADDRESS: 680 McLeod Street
Regina, Saskatchewan S4P 3W7

PHONE: (306) 721-3200 **FAX:** (306) 721-3414

PRODUCTS: Auto parts & accessories.

WEB SITE: www.acklandsgrainger.com

NAME: City Auto Paints

ADDRESS: 1333 McIntyre Street
Regina, Saskatchewan S4R 2M9

PHONE: (306) 522-1010 **FAX:** (306) 352-0397

PRODUCTS: Sherwin Williams automotive finishes. Complete line of autobody products.

NAME: Quest Automotive Supplies Ltd.

ADDRESS: 1121 Osler Street
Regina, Saskatchewan S4R 8R4

PHONE: (306) 545-6414 **FAX:** (306) 545-5601

PRODUCTS: Auto parts & supplies. Auto paints by PPG.

NAME: Johnston Equipment

ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2

PHONE: (306) 721-2300 **FAX:** (306) 721-2175
Or 1-800-668-5586

PRODUCTS: Layout, design, installation, shelving, racking, etc.

WEBSITE: www.gjohnston.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Shelving, layout designs, racking

TRADE SHOWS

NAME: Speedorama

FREQUENCY: Annual - January [Trade & Consumer]

ADDRESS: Kelly Alexander Communications Ltd.
3370 South Service Road
Burlington, Ontario L7N 3M6

PHONE: (905) 634-7736 **FAX:** (905) 634-1304

PRODUCTS: Cars & bikes and after-market parts, services & accessories.

WEBSITE: <http://www.speedoramashows.com>

E-MAIL: info@speedoramashows.com

NAME: Pacific International Auto Show

FREQUENCY: Annual - April

ADDRESS: B.C. Automobile Dealers Assoc.
70 -10551 Shellbridge Way
Richmond, British Columbia V6X 2W9

PHONE: (604) 214-9964 (ext 222) **FAX:** (604) 214-9965

WEB SITE: <http://www.autos.canada.com/autoshow04/index.html>

E-MAIL: autoshow@bcada.org

TRADE ASSOCIATIONS

NAME: Canadian Automotive Repair & Service Council

ADDRESS: 9120 Leslie St.
Richmond Hill, Ontario L4B 3J9

PHONE: (905) 709-1010 **FAX:** (905) 709-1013

WEB SITE: www.cars-council.ca

E-MAIL: askus@cars-council.ca

NAME: Canadian Automobile Association (CAA) Saskatchewan

ADDRESS: 200 Albert St. North
Regina, SK S4R 5E2

PHONE: (306) 791-4321 **FAX:** (306) 949-4461

WEB SITE: <http://www.caasask.sk.ca>

E-MAIL: caa.admin@caasask.ca

NAME: Automotive Trades Association Manitoba Incorporated (ATA)

ADDRESS: 1456 Pembina Highway, Unit B
Winnipeg, Manitoba R3T 2C3

PHONE: (204) 475-3235 **FAX:** (204) 453-5743

WEB SITE: www.ata.mb.ca

E-MAIL: ata@mts.net

TRADE JOURNALS

NAME: Bodyshop

FREQUENCY: One year – six issues

ADDRESS: Business Information Group
1450 Don Mills Road
Don Mills, Ontario M3B 2X7

PHONE: (416) 442-2122
Or 1-800-668-2374

FAX: (416) 442-2122

WEBSITE: www.bodyshopbiz.com

NAME: Collision Quarterly

FREQUENCY: Quarterly

ADDRESS: Automotive Retailer's Publishing Co.
8980 Fraserwood Ct, unit 1
Burnaby, B.C. V5J 5H7

PHONE: (604) 432-7987

FAX: (604) 432-1756

E-MAIL: pressinfo@ara.bxc.ca

NAME: Automotive Body Repair News

ADDRESS: Advanstar Communications
100 W. Monroe St., Ste. 1100
Chicago, Illinois 60603

PHONE: (312) 553-8900
Or 1-888-527-7008

FAX: (312) 553-8926

WEBSITE: www.abrn.com

E-MAIL: fulfill@superfill.com

OTHER MARKET DATA SOURCES

NAME: Auto Paint & Body Repair

AUTHOR: American Association of Entrepreneurs

ADDRESS: 655 15th Street, NW – Suite 460/F St. Lobby
Washington, DC 20005

PHONE: (202) 659-2979 **FAX:** (202) 822-0061

WEB SITE: <http://www.albertine.com>

USE: Information on establishing an autobody business.

NAME: Automotive Body & Paint Shop

AUTHOR: Entrepreneur Media Inc.

ADDRESS: 2445 McCabe Way
Irvine, CA 92614

PHONE: (949) 261-2325
Or 1-800-421-2300

WEB SITE: www.entrepreneur.com

USE: Starting a Small Business Series - Information on establishing an autobody business.

NAME: Automotive Service Business, Operations & Management.

AUTHOR: McGraw-Hill Companies

ADDRESS: P.O. Box 182604
Columbus, OH 43272

PHONE: 1-877-833-5524 **FAX:** 1-614-759-3759

WEB SITE: www.mcgraw-hill.com

E-MAIL: customer.service@mcgraw-hill.com

USE: Information on many aspects of the automotive business.

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca





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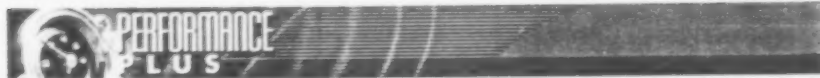
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Report Criteria: 2000 Canada All Businesses % of Total Revenue 81112

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada

NAICS Number: 81112 - Automotive Body Paint Interior and Glass Repair

Add/Modify User Data

New Profile

Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	5550							
Revenue Range								
Low Value (\$ 000)	30	30	165	30	70	165	397	
High Value (\$ 000)	5000	165	5000	70	165	397	5000	

(percent of total revenue)

Total revenue

100.0 (A) 100.0 100.0 100.0 100.0 100.0 100.0 100.0

Cost of sales (direct expenses)

58.1 (A) 40.2 60.4 35.1 43.0 52.8 62.5 89.4

Wages and benefits

12.0 (A) 4.6 12.9 2.7 5.6 9.2 14.0 41.6

Purchases, materials and sub-contracts

46.0 (A) 35.6 47.4 31.2 37.9 43.5 48.5 88.9

Opening inventory

3.9 (A) 5.1 3.7 5.6 4.7 4.2 3.6 46.1

Closing inventory

3.8 (A) 5.1 3.6 4.7 5.2 4.0 3.5 44.6

Operating expenses (indirect expenses)

37.4 (A) 47.3 36.2 46.2 46.8 42.7 34.4 100.0

Labour and commissions

13.3 (A) 11.2 13.6 8.5 12.1 15.6 13.1 77.7

Amortization and depletion

2.0 (A) 3.0 1.9 3.5 2.7 2.3 1.8 84.3

Repairs and maintenance

1.1 (A) 1.7 1.1 1.3 1.8 1.3 1.0 75.3

Utilities and telephone/telecommunication

2.1 (A) 4.0 1.8 4.8 3.8 2.8 1.6 86.6

Rent

3.8 (A) 5.7 3.6 4.8 5.8 3.8 3.5 68.3

Interest and bank charges

1.6 (B) 2.1 1.5 1.8 2.3 2.2 1.3 92.9

Professional and business fees

1.2 (A) 1.7 1.2 1.6 1.6 1.2 1.2 90.3

Advertising and promotion

1.2 (A) 1.1 1.2 1.0 1.1 1.2 1.2 84.8

Delivery, shipping and warehouse expenses

0.1 (A) 0.1 0.1 0.1 0.1 0.1 0.1 9.2

Insurance

1.2 (A) 2.3 1.0 2.2 2.3 1.6 0.9 81.5

Other expenses

9.8 (A) 14.4 9.2 16.6 13.2 10.8 8.7 99.5

Total expenses

95.5 (A) 67.5 96.6 81.3 89.8 95.5 96.9 100.0

Net profit/loss

4.5 (A) 12.5 3.4 18.6 10.2 4.5 3.1 99.5

Average number of paid employees

2.8 0.4 5.1 0.2 0.7 2.1 8.0

FINANCIAL RATIOS

Interest coverage ratio

3.9 6.9 3.3 11.1 5.5 3.1 3.4

Gross margin (%)

41.9 59.8 39.6 64.9 57.0 47.2 37.5

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

71.3

Total revenue

343.6 (A) 78.5 632.1 46.3 110.7 257.8 971.8

Total expenses

315.4 (A) 61.6 591.7 32.4 91.1 231.0 919.0

Net profit

28.2 (A) 16.9 40.4 13.8 19.6 26.7 52.9

Non-Profitable

Total revenue

328.4 (A) 85.4 523.8 50.2 113.1 264.9 844.4

Total expenses

345.2 (A) 94.9 546.4 59.4 122.8 280.7 875.5

Net loss

-16.4 (A) -9.5 -22.0 -9.2 -9.6 -15.8 -29.0

Updated: 2004-05-27

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PRODUCT SOURCES

NAME: B.M.W. Canada

WEB SITE: <http://www.bmw.ca/>

NAME: DaimlerChrysler Canada Ltd.

WEB SITE: <http://www.daimlerchrysler.ca/>

NAME: Ford Motor Company of Canada

WEB SITE: <http://www.ford.ca/>

NAME: Freightliner Group

WEB SITE: <http://www.freightliner.com/>

NAME: General Motors of Canada

WEB SITE: <http://www.gmcanada.com/english/home/home.html>

NAME: Honda Canada

WEB SITE: <http://www.honda.ca/default>

NAME: Hyundai Auto Canada

WEB SITE: <http://www.hyundaicanada.com/eng/index.html>

NAME: Mack Trucks, Inc.

WEB SITE: <http://www.macktrucks.com/>

NAME: Mazda Canada Inc.

WEB SITE: <http://www.mazda.ca/>

PRODUCT SOURCES

NAME:	Mercedes Benz Canada
WEB SITE:	http://www.mercedes-benz.ca/
NAME:	Motor Coach Industries
WEB SITE:	http://www.mcicoach.com/
NAME:	Navistar International Corporation
WEB SITE:	http://www.navistar.com/site_layout/index.asp
NAME:	New Flyer Industries Ltd.
WEB SITE:	http://www.buspart.com/
NAME:	Nissan Canada
WEB SITE:	http://www.nissan.ca/default2.asp
NAME:	Paccar du Canada Ltee.
WEB SITE:	http://www.paccar.com/
NAME:	Pacific Truck and Trailer
WEB SITE:	http://www.pacifictruckandtrailer.com
NAME:	Prevost Car
WEB SITE:	http://www.prevostcar.com/
NAME:	Renault
WEB SITE:	http://www.renault.com/gb/home/accueil.htm

PRODUCT SOURCES

NAME: Rolls Royce

WEB SITE: http://www.rolls-royce.com/index_flash.jsp

NAME: SAAB Canada

WEB SITE: <http://www.saabcanada.com/ssi/english/vehicles/saab/saab.html>

NAME: Subaru Canada

WEB SITE: <http://www.subaru.ca/>

NAME: Suzuki Canada Inc.

WEB SITE: <http://www.suzuki.ca/>

NAME: Thomas Built Buses, Inc.

WEB SITE: <http://www.thomasbus.com/base/>

NAME: Toyota Canada

WEB SITE: <http://www.toyota.ca/>

NAME: Volkswagen

WEB SITE: <http://www.vw.com/>

NAME: Volvo Group

WEB SITE: <http://www.volvo.com/group/global/en-gb>

NAME: Western Star Trucks

WEB SITE: <http://www.westernstartrucks.com/>

PRODUCT SOURCES

NAME: Automotive News (with bimonthly Marketing section)

FREQUENCY: one or two year subscription

ADDRESS: Crain Communications Inc.
1155 Gratiot Ave.
Detroit, MI 48207-2997

PHONE: (313) 446-6000
Or 1-800-446-1422

WEBSITE: <http://www.crain.com>

E-MAIL: subs@crain.com

PRODUCTS: Covers the manufacturing side of the automotive industry, including engineering, design, production and suppliers, with equal emphasis on the retail side of the industry, including the marketing, sales, service and resale of vehicles.

AUTOMOBILE DEALER**FIXTURE & EQUIPMENT SUPPLIERS**

NAME: Johnston Equipment

ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2

PHONE: (306) 721-2300
Or 1-800-668-5586 **FAX:** (306) 721-2175

WEBSITE: www.gjohnston.com

PRODUCTS: Layout, design, installation, shelving, racking, etc.

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700
Or **FAX:** (306) 721-4711

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Shelving, layout design & racking.

TRADE SHOWS

NAME: Edmonton Motor Show

FREQUENCY: Annual

ADDRESS: Edmonton Motor Dealer's Association
Suite 1150, 10180 - 101 Street, Manulife Place
Edmonton, Alberta T5J 3S4

PHONE: (780) 423-2401 **FAX:** (780) 423-2413

PRODUCTS: Current year models as well as on concept & pre-production models

WEBSITE: www.emdacars.com

E-MAIL: contactemda@emdacars.com

NAME: Canadian International Auto Show

FREQUENCY: Annual

ADDRESS: Toronto Auto Dealers Association
85 Renfrew Drive
Markham, Ontario L3R 0N9

PHONE: (905) 940-6232 **FAX:** (905) 940-6235

PRODUCTS: New cars, concept vehicles, motorsport, classic, light trucks, leisure products, aftermarket products.

WEB SITE: www.tada.ca

E-MAIL: info@tada.ca

AUTOMOBILE DEALER

TRADE SHOWS

NAME: Canadian International Auto Show

FREQUENCY: Annual

ADDRESS: Automotive Industries Assoc. of Canada
1272 Wellington Street
Ottawa, Ontario K1Y 3A7

PHONE: (613) 728-5821 **FAX:** (613) 728-6021

PRODUCTS: Automotive aftermarket parts, tools & accessories.

WEB SITE: www.aiacanada.com

E-MAIL: info.aia@aiacanada.com

NAME: Montreal International Auto Show

FREQUENCY: Annual

ADDRESS: Montreal Automobile Dealers Corporation Inc.
2235 Guenette Street
Ville-Saint Laurent, PQ H4R 2E9

PHONE: (514) 331-6571 **FAX:** (514) 331-2045

PRODUCTS: All new cars & trucks available in Canada, accessories & services.

WEB SITE: <http://www.ccam.qc.ca>

E-MAIL: info@ccam.qc.ca

AUTOMOBILE DEALER

TRADE ASSOCIATIONS

NAME: Canadian Automobile Dealers Association (CADA)

ADDRESS: 85 Renfrew Drive
Markham, Ontario L3R 0N9

PHONE: (905) 940-4959
Or 1-800-463-5289

FAX: (905) 940-6870

WEB SITE: <http://www.cada.ca/>

NAME: Saskatchewan Automobile Dealers Association (SADA)

ADDRESS: 3303 Hillside Street, Suite 330
Regina, Saskatchewan S4S 6W9

PHONE: (306) 721-2208

FAX: (306) 721-1009

E-MAIL: info@saskautodealers.com

AUTOMOBILE DEALER**TRADE JOURNALS**

NAME: Automotive News (with bimonthly Marketing section)
FREQUENCY: One or two year subscription
ADDRESS: Crain Communications Inc.
1155 Gratiot Ave.
Detroit, MI 48207-2997
PHONE: (313) 446-6000
Or 1-800-446-1422
WEBSITE: <http://www.crain.com>
E-MAIL: subs@crain.com

NAME: Jobber News
FREQUENCY: One year subscription
ADDRESS: Business Information Group
1450 Don Mills Road
Don Mills, Ontario M3B-2X7
PHONE: (416) 442-2122
Or 1-800-668-2374
FAX: (416) 442-2122
WEBSITE: <http://www.businessinformationgroup.ca/automotive/jobbernews.asp>

NAME: Carguide Magazine
FREQUENCY: Bimonthly
ADDRESS: Formula Publications
447 Speers Road, Suite 4
Oakville, Ontario L6K 3S7
PHONE: (905) 842-6591
FAX: (905) 842-6843
WEB SITE: <http://www.carguidemagazine.com/>
E-MAIL: carguide@formulapublications.com

AUTOMOBILE DEALER

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca

AUTOMOBILE DEALER

ACTS/REGULATIONS

REFERENCE: Motor Dealers Act

ADDRESS: Queen's Printer
B19, 3085 Albert Street
Regina, Saskatchewan S4S 0B1

PHONE: (306) 787-6894 **FAX:** (306) 798-0835

WEBSITE: <http://www.qp.gov.sk.ca/>

COMMENTS: An Act respecting Dealers in Motor Vehicles

REFERENCE: Motor Dealers Regulations

ADDRESS: Queen's Printer
B19, 3085 Albert Street
Regina, Saskatchewan S4S 0B1

PHONE: (306) 787-6894 **FAX:** (306) 798-0835

WEBSITE: <http://www.qp.gov.sk.ca/>

REFERENCE: Motor Dealer Business License Applications Form

ADDRESS: Justice, Consumer Protection Branch
5th Floor 1919 Saskatchewan Drive
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-5550 **FAX:** (306) 787-9779

WEBSITE: <http://www.qp.gov.sk.ca/>
<http://www.saskjustice.gov.sk.ca/>

COMMENTS: This application contains information required by the Registrar prior to an applicant being granted a license as a motor dealer.

AUTOMOBILE DEALER

ACTS/REGULATIONS

REFERENCE: Motor Dealers and Leasing Companies and
Recreation Vehicle Dealers

ADDRESS: Finance, Provincial Sales Tax (PST) Branch
3rd Floor, 2350 Albert Street
Regina, SK
S4P4A6, Canada

PHONE: (800) 667-6102 **FAX:** (306) 787-0241

WEBSITE: <http://www.gov.sk.ca/finance/>

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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [4411](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 4411 - Automobile Dealers

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	4440							
Revenue Range:								
Low Value (\$ 000)	30	30	311	30	98	311	968	
High Value (\$ 000)	5000	311	5000	98	311	968	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	83.9 (A)	71.6	84.9	62.3	74.4	79.6	86.2	92.8
Wages and benefits	1.1 (A)	1.4	1.1	0.5	1.5	1.6	1.0	16.0
Purchases, materials and sub-contracts	82.7 (A)	70.4	83.7	62.9	73.1	77.1	85.3	90.5
Opening inventory	9.7 (A)	17.0	9.1	19.7	16.5	11.8	8.4	56.4
Closing inventory	9.6 (A)	17.2	9.0	20.9	16.7	11.0	8.5	54.7
Operating expenses (indirect expenses)	15.2 (A)	27.1	14.3	35.7	24.3	19.8	12.9	99.8
Labour and commissions	5.4 (A)	4.9	5.5	3.5	5.3	6.9	5.1	70.0
Amortization and depletion	0.8 (A)	1.6	0.8	1.5	1.6	0.8	0.7	75.5
Repairs and maintenance	0.7 (B)	1.8	0.7	2.8	1.6	1.4	0.5	65.6
Utilities and telephone/telecommunication	0.7 (A)	1.9	0.6	2.9	1.7	1.0	0.5	82.5
Rent	1.1 (A)	2.5	0.9	3.3	2.3	1.5	0.8	62.7
Interest and bank charges	1.2 (A)	2.2	1.1	2.4	2.1	1.3	1.1	93.5
Professional and business fees	0.6 (A)	1.4	0.5	2.6	1.0	0.8	0.5	89.9
Advertising and promotion	0.8 (A)	1.0	0.8	1.4	0.9	0.9	0.7	83.1
Delivery, shipping and warehouse expenses	0.1 (A)	0.2	0.1	0.2	0.2	0.2	0.1	37.2
Insurance	0.5 (A)	1.8	0.4	2.5	1.5	0.8	0.4	78.5
Other expenses	3.2 (A)	7.7	2.9	12.6	6.1	4.3	2.5	99.3
Total expenses	99.1 (A)	98.7	99.2	97.9	98.6	99.4	99.1	100.0
Net profit/loss	0.8 (B)	1.2	0.7	1.9	1.3	0.6	0.7	99.6

Average number of paid employees

1.4 0.2 2.6 0.1 0.3 1.2 3.8

FINANCIAL RATIOS

Interest coverage ratio	1.6	1.5	1.6	1.8	1.6	1.5	1.7
Gross margin (%)	16.1	28.4	15.1	37.7	25.6	20.4	13.8

PROFITABLE vs NON-PROFITABLE BUSINESSES**(thousands of dollars)****Profitable**

Percent of businesses (%)	60.0						
Total revenue	860.9 (A)	129.1	1575.2	60.2	191.1	597.9	2465.0
Total expenses	827.8 (A)	114.3	1524.2	50.7	171.2	567.1	2396.0
Net profit	31.7 (A)	14.6	48.4	9.3	19.7	30.2	64.7

Non-Profitable

Total revenue	739.3 (A)	113.6	1395.8	55.0	179.6	535.8	2372.2
Total expenses	771.1 (A)	130.4	1443.5	64.7	204.4	570.6	2434.3
Net loss	-32.2 (A)	-16.8	-48.3	-9.7	-24.8	-34.4	-64.0

Updated: 2004-03-23


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AUTOMOBILE PARTS & ACCESSORIES**PRODUCT SOURCES**

NAME: Den-Paul Distributors Ltd.
ADDRESS: 1441 St. John Street
Regina, Saskatchewan S4R 1S5
PHONE: (306) 569-9133 **FAX:** (306) 569-1006
PRODUCTS: Total automobile parts and accessories

NAME: Acklands-Grainger Inc.
ADDRESS: 680 McLeod Street
Regina, Saskatchewan S4P 3W7
PHONE: (306) 721-3200 **FAX:** (306) 721-3414
PRODUCTS: Automotive parts & accessories
WEB SITE: www.acklandsgrainger.com

NAME: AAA Adam's Active Auto Wrecking (Used Auto Parts Dealer)
ADDRESS: 2917A Miners Avenue
Saskatoon, Saskatchewan S7K 4Z6
PHONE: (306) 934-5838 **FAX:** (306) 668-6605
PRODUCTS: Automotive Accessories

NAME: Plainsmen Automotive Ltd.
ADDRESS: 1437 South Railway
Regina, Saskatchewan S4P 0A4
PHONE: (306) 569-2554 **FAX:** (306) 569-2668
PRODUCTS: Parts and supplies for foreign and domestic autos

AUTOMOBILE PARTS & ACCESSORIES

PRODUCT SOURCES

NAME: NAPA Auto Parts

ADDRESS: 810 McDonald Street
Regina, Saskatchewan S4N 2X6

PHONE: (306) 525-3793 **FAX:** (306) 565-2231

WEBSITE: www.napaonlinecanada.com

PRODUCTS: Auto parts & accessories, industrial farm & truck parts, body shop parts, shop equipment, hoists & lifting equipment, air tools and compressors.

NAME: SGI Salvage Centre

ADDRESS: 460 Fleet St.
Regina, Saskatchewan S4N 7N7

PHONE: (306) 775-6025 **FAX:** (306) 721-2642
Or 1-800-667-3664

PRODUCTS: Parts for most cars and light trucks at discount prices.

WEB SITE: http://www.sgi.sk.ca/sgi_internet/sgi_pub/about_sgi/locations/locations_salvage.htm

AUTOMOBILE PARTS & ACCESSORIES

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Fixtures, equipment & planning

NAME: Johnston Equipment

ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2

PHONE: (306) 721-2300 **FAX:** (306) 721-2175
Or 1-800-668-5586

WEBSITE: www.gjohnston.com

PRODUCTS: Layout design, installation, shelving, racking, etc.

NAME: Western Retail Interiors

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (306) 477-2244 **FAX:** (306) 477-0550
Or 1-800-665-0550

PRODUCTS: Wilson display fixtures, Wilson wall design, layout, and millwork.

WEB SITE: www.westernretail.com

AUTOMOBILE PARTS & ACCESSORIES

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Fairwell Commercial Interiors Ltd.
ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2
PHONE: (306) 586-6854 **FAX:** (306) 586-3631
PRODUCTS: Fixtures, flatwall, grid, store design, layout & construction.

NAME: Blazer Store Fixtures Inc.
ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7
PHONE: (306) 244-1212 **FAX:** (306) 244-4412
PRODUCTS: New & used shelving, accessories, slatwalls, counters, etc.
WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>
E-MAIL: blazerstorefixtures@sasktel.net

NAME: Alsort Store Fixtures & Interiors
ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6
PHONE: (306) 352-6700 **FAX:** (306) 352-4100
PRODUCTS: Store fixtures, layout, design, shelving, & equipment.
WEB SITE: www.alsort.com
E-MAIL: alsort@sasktel.net

AUTOMOBILE PARTS & ACCESSORIES

FIXTURES & EQUIPMENT

NAME: Westmount Store Fixtures

ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4

PHONE: (780) 424-8950
Or 1-800-561-1951

FAX: (780) 425-8578

PRODUCTS: Shure Sell store fixtures, layouts and design.

WEBSITE: www.westmountstorefixtures.com

E-MAIL: fixtures@westmountstorefixtures.com

NAME: DisplayCo Canada Inc.

ADDRESS: 2365 2nd Avenue
Regina, Saskatchewan S4R 1A5

PHONE: (306) 569-2404
Or 1-888-343-7469

FAX: (306) 565-3961

PRODUCTS: Signs, displays (also trade show displays).

WEB SITE: <http://www.displayco.ca/>

E-MAIL: info@displayco.ca

NAME: W. R. Display & Packaging

ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7

PHONE: (204) 925-7900
Or 1-800-665-8447

FAX: (204) 925-7910
Or 1-800-668-4743

PRODUCTS: Retail display and packaging equipment and suppliers.

WEB SITE: <http://www.wrdisplay.ca>

E-MAIL: info@wrdisplay.ca

AUTOMOBILE PARTS & ACCESSORIES

TRADE SHOWS

NAME: Canadian International AutoShow

FREQUENCY: Annual

ADDRESS: 85 Renfrew Drive
Markham, Ontario L3R 0N9

PHONE: (905) 940-2800 **FAX:** (905) 940-2804

PRODUCTS: Automotive parts, equipment & accessories.

WEB SITE: <http://www.autoshow.ca>

E-MAIL: daweeze@autoshow.ca

AUTOMOBILE PARTS & ACCESSORIES

TRADE ASSOCIATIONS

NAME: Canadian Automotive Repair and Service Council

ADDRESS: 9120 Leslie St.
Richmond Hill, Ontario L4B 3J9

PHONE: (905) 709-1010 **FAX:** (905) 709-1013

WEB SITE: <http://www.cars-council.ca/>

E-MAIL: askus@cars-council.ca

NAME: Facility Association

ADDRESS: 151 Yonge Street, 18th floor
Toronto, Ontario M5C 2W7

PHONE: (416) 863-1750 **FAX:** (416) 868-0894
Or 1-800-268-9572

WEB SITE: www.facilityassociation.com

E-MAIL: mail@facilityassoc.com

NAME: Automotive Parts Manufacturer's Association

ADDRESS: 195 The West Mall, Suite 516
Toronto, Ontario M9C 5K1

PHONE: (416) 620-4220 **FAX:** (416) 620-9730

WEB SITE: www.apma.ca

E-MAIL: info@apma.ca

AUTOMOBILE PARTS & ACCESSORIES

TRADE ASSOCIATIONS

NAME: Automotive Aftermarket Industry Association (AAIA)
ADDRESS: 4600 East-West Highway, Suite 300
Bethesda, MD 20814-3415
PHONE: (301) 654-6664 **FAX:** (301) 654-3299
WEB SITE: www.aftermarket.org
E-MAIL: aaia@aftermarket.org

AUTOMOBILE PARTS & ACCESSORIES**TRADE JOURNALS**

NAME: Aftermarket Canada
FREQUENCY: Monthly
PUBLISHER: Aftermarket Canada
ADDRESS: Suite 220, 6200 Dixie Road
Mississauga, Ontario L5T 2E1
PHONE: (905) 795-0110 **FAX:** (905) 795-2967

NAME: Jobber News
FREQUENCY: One year subscription
ADDRESS: Business Information Group
1450 Don Mills Road
Don Mills, Ontario M3B-2X7
PHONE: (416) 442-2122 **FAX:** (416) 442-2122
Or 1-800-668-2374
WEBSITE: <http://www.businessinformationgroup.ca/automotive/jobbernews.asp>

NAME: Service Station & Garage Management
FREQUENCY: Monthly
ADDRESS: Business Information Group
1450 Don Mills Road
Don Mills, Ontario M3B-2X7
PHONE: (416) 442-2122 **FAX:** (416) 442-2122
Or 1-800-668-2374
WEBSITE: <http://www.businessinformationgroup.ca/automotive/ssgm.asp>

AUTOMOBILE PARTS & ACCESSORIES

TRADE JOURNALS

NAME: Canadian Technician

FREQUENCY: Six issues per year

ADDRESS: New Communications Group, Inc.
451 Atwell Drive
Toronto, Ontario M9W 5C4

PHONE: (416) 614-0955 **FAX:** (416) 614-2781

WEBSITE: <http://canadiantechnician.com>

AUTOMOBILE PARTS & ACCESSORIES

OTHER MARKET DATA SOURCES

NAME: New Motor Vehicle Sales
FREQUENCY: Monthly
MEDIUM: Internet
AUTHOR: Statistics Canada 63-007-XIB
ISSN: 1209-1146 (International Standard Serial Number)
ADDRESS: Statistical Reference Centre (National Capital Region)
Rm. 1500, Main Building, Holland Avenue
Ottawa, Ontario K1A 0T6
PHONE: 1-800-263-1136 **FAX:** 1-877-287-4369
USE: Presents sales data (in dollars and units) of new vehicles by type, origin of manufacture and province of retail sale.
WEB SITE: <http://www.statcan.ca/english/IPS/Data/63-007-XIB.htm>
E-MAIL: infostats@statcan.ca

NAME: Retail Trade
FREQUENCY: Monthly
MEDIUM: Internet
AUTHOR: Statistics Canada 63-005-XIB
ISSN: 1488-0008 (International Standard Serial Number)
ADDRESS: Statistical Reference Centre (National Capital Region)
Rm. 1500, Main Building, Holland Avenue
Ottawa, Ontario K1A 0T6
PHONE: 1-800-263-1136 **FAX:** 1-877-287-4369
USE: Retail sales by kind of business, by province, for chain & independent stores.
WEB SITE: <http://www.statcan.ca:8096/bsolc/english/bsolc?catno=63-005-X>
E-MAIL: infostats@statcan.ca

AUTOMOBILE PARTS & ACCESSORIES

OTHER MARKET DATA SOURCES

NAME: Automotive Industries Publications
FREQUENCY: Annual
AUTHOR: Automotive Industries Association of Canada
ADDRESS: 1272 Wellington Street
Ottawa, Ontario K1Y 3A7
PHONE: (613) 728-5821 **FAX:** (613) 728-6021
USE: Provides comprehensive automotive statistics, vehicle data and product figures, economic & business conditions and consumer demand.
WEB SITE: www.aiacanada.com
E-MAIL: info.aia@aiacanada.com

NAME: Retail Chain & Department Stores
FREQUENCY: Annual
MEDIUM: Internet
AUTHOR: Statistics Canada 63-210
ISSN: 1488-0903 (International Standard Serial Number)
ADDRESS: Statistical Reference Centre (National Capital Region)
Rm. 1500, Main Building, Holland Avenue
Ottawa, Ontario K1A 0T6
PHONE: 1-800-263-1136 **FAX:** 1-877-287-4369
USE: Retail sales by chain & department store, by line of business, by province and selected municipality; operating ratios and sales per square foot.
WEB SITE: <http://www.statcan.ca:8096/bsolc/english/bsolc?catno=63-210-X>
E-MAIL: infostats@statcan.ca

AUTOMOBILE PARTS & ACCESSORIES

OTHER MARKET DATA SOURCES

NAME: APMA Directory of Canadian Automotive Parts Manufacturers
AUTHOR: Automotive Parts Manufacturers' Association
ADDRESS: 195 The West Mall, Suite 516
Toronto, Ontario M9C 5K1
PHONE: (416) 620-4220 **FAX:** (416) 620-9730
WEB SITE: <http://www.apma.ca/client/APMA/APMA.nsf/web/Publications!OpenDocument>
E-MAIL: info@apma.ca

NAME: Automotive Aftermarket Parts/Accessories
AUTHOR: No author specified
SOURCE: See the Industry Canada's Strategis web site at:
<http://strategis.ic.gc.ca/epic/internet/inimr-ri.nsf/en/gr113536e.html>
PHONE: (613) 954-5031
Or 1-800-328-6189 (Canada)
E-MAIL: strategis@ic.gc.ca

NAME: JAMA Canada Auto Quarterly
AUTHOR: Japan Automobiles Manufacturers Association of Canada
ADDRESS: 151 Bloor Street West, Suite 460
Toronto, Ontario M5S 1S4
PHONE: (416) 968-0150 **FAX:** (416) 968-7095
USE: Vehicle statistics of Japanese automakers in Canada
WEB SITE: www.jama.ca
E-MAIL: jama@jama.ca

AUTOMOBILE PARTS & ACCESSORIES

OTHER MARKET DATA SOURCES

NAME: Automotive Industries

ADDRESS: 24901 Northwestern Highway, Suite 505
Southfield, MI 48075

PHONE: (248) 350-8199 **FAX:** (248) 350-2692

WEB SITE: www.ai-online.com

AUTOMOBILE PARTS & ACCESSORIES

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca





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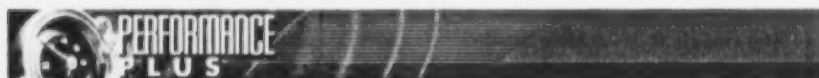
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) 44131

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 44131 - Automotive Parts and Accessories Stores

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	1820							
Revenue Range:								
Low Value (\$ 000)	30	30	290	30	119	290	762	
High Value (\$ 000)	5000	290	5000	119	290	762	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	65.8 (A)	52.7	67.5	41.6	56.5	63.6	68.8	92.5
Wages and benefits	2.8 (A)	2.0	2.9	1.0	2.5	2.6	2.9	15.6
Purchases, materials and sub-contracts	63.1 (A)	49.9	64.7	40.8	53.2	57.9	66.9	92.2
Opening inventory	12.8 (A)	12.6	12.7	10.2	14.2	16.5	11.5	56.9
Closing inventory	12.8 (A)	11.9	12.8	10.5	13.4	13.4	12.6	53.0
Operating expenses (indirect expenses)	32.1 (A)	42.6	30.8	49.7	40.1	36.6	28.9	99.8
Labour and commissions	14.7 (A)	13.6	14.9	13.8	13.1	16.5	14.4	83.7
Amortization and depletion	1.5 (A)	2.2	1.4	3.0	2.0	1.9	1.2	85.8
Repairs and maintenance	0.9 (B)	1.6	0.8	1.4	1.7	1.0	0.8	74.5
Utilities and telephone/telecommunication	1.4 (A)	2.8	1.3	3.6	2.5	1.7	1.1	86.6
Rent	2.5 (A)	5.0	2.2	5.6	4.7	2.9	1.9	76.6
Interest and bank charges	1.6 (A)	2.0	1.6	1.8	2.1	2.2	1.4	95.3
Professional and business fees	1.2 (A)	1.4	1.2	2.5	1.0	1.1	1.3	92.9
Advertising and promotion	1.1 (A)	1.3	1.1	1.2	1.3	1.3	1.0	83.8
Delivery, shipping and warehouse expenses	0.4 (A)	0.5	0.4	0.7	0.4	0.5	0.4	41.5
Insurance	0.7 (A)	1.3	0.6	2.2	1.0	0.8	0.5	79.4
Other expenses	6.0 (A)	11.0	5.4	13.7	10.2	6.7	4.9	99.1
Total expenses	97.9 (A)	95.3	98.3	91.3	96.6	100.2	97.7	100.0
Net profit/loss	2.0 (B)	4.4	1.7	8.0	3.3	-0.2	2.3	99.8

Average number of paid employees

4.1 0.8 7.4 0.4 1.2 3.9 10.9

FINANCIAL RATIOSInterest coverage ratio

2.3 3.2 2.1 5.4 2.6 0.9 2.7

Gross margin (%)

34.2 47.3 32.5 56.4 43.5 36.4 31.2

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

66.5

Total revenue

610.4 (A) 124.1 1108.7 63.9 181.8 503.1 1630.0

Total expenses

578.3 (A) 107.4 1060.8 51.9 161.1 474.5 1565.4

Net profit

31.8 (A) 16.2 47.9 11.4 20.2 28.3 64.8

Non-ProfitableTotal revenue

492.9 (B) 135.9 832.3 69.7 189.0 488.9 1288.9

Total expenses

521.4 (B) 151.2 873.4 80.4 208.2 535.8 1322.7

Net loss

-28.4 (A) -15.2 -40.8 -10.6 -19.2 -46.4 -33.0

Updated: 2004-08-25


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Report Criteria: 2000 Canada All Businesses % of Total Revenue: 44132

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 44132 - Tire Dealers

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	990							
Revenue Range:								
Low Value (\$ 000)	30	30	531	30	185	531	1059	
High Value (\$ 000)	5000	531	5000	185	531	1059	5000	

(percent of total revenue)

	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	68.3 (A)	58.8	69.8	39.4	64.5	65.2	71.5	99.1
Wages and benefits	4.0 (A)	3.5	4.1	1.9	3.9	4.3	4.1	26.3
Purchases, materials and sub-contracts	64.6 (A)	55.6	66.0	38.1	60.7	60.4	68.1	98.5
Opening inventory	8.2 (A)	7.2	8.4	7.4	7.1	7.6	8.6	55.0
Closing inventory	8.5 (A)	7.5	8.7	8.0	7.3	7.2	9.3	52.8
Operating expenses (indirect expenses)	29.1 (A)	38.3	27.6	55.1	33.4	32.5	25.8	99.9
Labour and commissions	12.9 (A)	11.4	13.2	7.3	12.7	14.8	12.6	85.2
Amortization and depletion	1.5 (A)	1.7	1.5	2.1	1.6	1.7	1.4	88.6
Repairs and maintenance	1.3 (C)	3.9	0.9	11.4	1.7	0.9	0.9	80.7
Utilities and telephone/telecommunication	1.6 (C)	5.5	1.0	15.9	2.4	1.3	0.9	90.8
Rent	2.3 (A)	3.5	2.1	2.8	3.7	2.6	1.9	71.1
Interest and bank charges	1.3 (A)	1.9	1.3	1.7	2.0	1.7	1.1	95.7
Professional and business fees	0.9 (A)	1.2	0.8	1.2	1.1	0.9	0.8	93.1
Advertising and promotion	1.0 (A)	1.1	1.0	0.8	1.2	1.2	0.9	91.7
Delivery, shipping and warehouse expenses	0.2 (A)	0.2	0.2	0.1	0.2	0.3	0.2	35.2
Insurance	0.7 (B)	1.5	0.6	2.7	1.1	0.7	0.5	84.1
Other expenses	5.3 (A)	6.4	5.1	9.1	5.6	6.4	4.6	99.9
Total expenses	97.4 (A)	97.1	97.4	94.5	97.9	97.6	97.3	100.0
Net profit/loss	2.6 (B)	3.0	2.5	5.9	2.1	2.4	2.6	99.4

Average number of paid employees

5.7 1.4 10.1 0.4 2.0 6.0 14.0

FINANCIAL RATIOS

<u>Interest coverage ratio</u>	2.9	2.5	3.0	4.4	2.1	2.4	3.4
<u>Gross margin (%)</u>	31.7	41.2	30.2	60.6	35.5	34.8	28.5

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)	71.5						
<u>Total revenue</u>	876.5 (A)	228.0	1459.7	108.5	268.2	767.7	2112.4
<u>Total expenses</u>	839.3 (A)	213.0	1402.5	96.9	254.4	734.8	2032.3
<u>Net profit</u>	36.9 (B)	15.3	56.3	12.3	13.7	32.9	78.3

Non-Profitable

<u>Total revenue</u>	654.5 (A)	218.6	1221.7	75.2	349.8	739.7	1779.6
<u>Total expenses</u>	672.8 (A)	230.0	1249.0	84.4	363.2	763.2	1811.4
<u>Net loss</u>	-18.4 (A)	-11.6	-27.4	-9.5	-13.4	-23.5	-31.0

Updated: 2004-08-23


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PRODUCT SOURCES

NAME: BakeMark Canada
ADDRESS: 3202 9th Street E.
Calgary, Alberta T2G 3C3
PHONE: (403) 243-5493 **FAX:** (403) 287-3762
Or 1-800-661-1248
WEBSITE: www.bakemarkcanada.com
E-MAIL: sales@bakemarkcanada.com
PRODUCTS: Full line of ingredients & specialty items, new bakery equipment sales & service.

NAME: Ready Bake Foods Inc.
ADDRESS: 1310 Ottawa Street
Regina, Saskatchewan S4R 1P4
PHONE: (306) 359-7400 **FAX:** (306) 757-8012
Or 1-800-667-5989
Or (306) 934-3022 – Saskatoon
PRODUCTS: In store bakeries & food services division

NAME: Dawn Food Products (Canada) Inc.
ADDRESS: 75 - 33rd Street East
Saskatoon, Saskatchewan S7K 3K7
PHONE: (306) 934-3200 **FAX:** (306) 978-3470
Or 1-800-667-6943
WEBSITE: www.dawnfoods.com
E-MAIL: questions@dawnfoods.com
PRODUCTS: Bakery supplies

PRODUCT SOURCES

NAME: Food Processors Directory

ADDRESS: Saskatchewan Food Processors Association
107 – 105 North Road
Saskatoon, Saskatchewan S7N 4L5

PHONE: (306) 683-2410 **FAX:** (306) 683-2420

INFORMATION: A comprehensive list of Saskatchewan food processors, manufactures and wholesalers of bakery ingredients, equipment and supplies.

WEB SITE: www.sfpa.sk.ca

E-MAIL: info@sfpa.sk.ca

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Nicholson Equipment Limited
ADDRESS: 1079 Wellington Avenue
Winnipeg, Manitoba R3E 3E8
PHONE: (204) 775-1646
PRODUCTS: New and used bakery equipment and small wares

NAME: Hobart Food Equipment Group Canada
ADDRESS: 25 Kinnear Court, Unit 5
Richmond Hill, Ontario L4B 1H9
PHONE: 1-800-444-4764 **FAX:** (905) 709-6518
PRODUCTS: Bakery equipment
WEB SITE: www.hobartcorp.com

NAME: Bosch Kitchen Centre
ADDRESS: #5 - 510 Circle Drive East
Saskatoon, Saskatchewan S7K 0T8
PHONE: (306) 242-3744 **FAX:** (306) 242-4947
Or 1-800-613-2253
WEBSITE: www.boschkitchencentre.com
E-MAIL: el@boschkitchencentre.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Fixtures, equipment & planning

NAME: Johnston Equipment

ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2

PHONE: (306) 721-2300 **FAX:** (306) 721-2175
Or 1-800-668-5586

PRODUCTS: Layout design, installation, shelving, racking, etc.

WEBSITE: www.gnjohnston.com

NAME: Western Retail Interiors Ltd.

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (306) 477-2244 **FAX:** (306) 477-0550
Or 1-800-665-0550

PRODUCTS: Wilson display fixtures, Wilson wall design, layout, and millwork.

WEB SITE: <http://www.westernretail.com>

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Fairwell Commercial Interiors Ltd.
ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2
PHONE: (306) 586-6854 **FAX:** (306) 586-3631
PRODUCTS: Contractor

NAME: Blazer Store Fixtures Inc.
ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7
PHONE: (306) 244-1212 **FAX:** (306) 244-4412
PRODUCTS: New and used shelving, accessories, racks, hangers, counters, refrigeration equipment, coolers, etc.
WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>
E-MAIL: blazerstorefixtures@sasktel.net

NAME: Alsort Store Fixtures & Interiors
ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6
PHONE: (306) 352-6700 **FAX:** (306) 352-4100
PRODUCTS: Layout, design, shelving, store fixtures & equipment.
WEB SITE: www.alsort.com
E-MAIL: alsort@sasktel.net

FIXTURE & EQUIPMENT SUPPLIER

NAME: Westmount Store Fixtures

ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4

PHONE: (780) 424-8950
Or 1-800-561-1951

FAX: (780) 425-8578

PRODUCTS: Shure Sell store fixtures, layouts and design.

WEBSITE: www.westmountstorefixtures.com

E-MAIL: fixtures@westmountstorefixtures.com

NAME: DisplayCo Canada Inc.

ADDRESS: 2365 2nd Avenue
Regina, Saskatchewan S4R 1A5

PHONE: (306) 569-2404
Or 1-888-343-7469

FAX: (306) 565-3961

PRODUCTS: Signs, displays (also trade show displays).

WEB SITE: <http://www.displayco.ca/>

E-MAIL: info@displayco.ca

NAME: W. R. Display & Packaging

ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7

PHONE: (204) 925-7900
Or 1-800-665-8447

FAX: (204) 925-7910
Or 1-800-668-4743

PRODUCTS: Retail display and packaging equipment and suppliers.

WEB SITE: <http://www.wrdisplay.ca>

E-MAIL: info@wrdisplay.ca

TRADE SHOWS

NAME: Bakery Showcase

FREQUENCY: Annual – May (Trade)

ADDRESS: Baking Association of Canada
7895 Tranmere Drive, Suite 202
Mississauga, Ontario L5S 1V9

PHONE: (905) 405-0288
Or 1-888-674-2253

FAX: (905) 405-0993

PRODUCTS: Supplies and service for bakery & pastry products.

WEB SITE: www.baking.ca

E-MAIL: info@baking.ca

NAME: The Canadian International Food & Beverage Show

FREQUENCY: Annual - February (Trade)

ADDRESS: Canadian Restaurant & Food Services Association
316 Bloor Street West
Toronto, Ontario M5S 1W5

PHONE: (416) 923-8416
Or 1-800-387-5649

FAX: (416) 923-1450

PRODUCTS: Food & beverage products for the hospitality industry.

WEB SITE: <http://www.crfa.ca/>

E-MAIL: info@crfa.ca

TRADE SHOWS

NAME: The Gourmet Products Show

FREQUENCY: Annual - May (Trade)

ADDRESS: George Little Management, Inc.
10 Bank St.
White Plains, NY 10606-1954

PHONE: (914) 421-3200
Or 1-800-272-7469

FAX: (914) 948-6180

PRODUCTS: Cookware, tabletop gadgets, kitchen textiles, cutlery, specialty appliances, garden & travel accessories, storage units, contemporary lifestyle furniture, specialty food & beverages.

WEB SITE: <http://www.thegourmetshow.com/>

NAME: Annual Technical Conference

FREQUENCY: Annual

ADDRESS: American Society of Baking
27 E. Napa Street, Suite G
Sonoma, CA 95476

PHONE: (707) 935-0103
Or 1-866-920-9885

FAX: (707) 935-0174

WEB SITE: www.asbe.org

E-MAIL: asbe@asbe.org

TRADE ASSOCIATIONS

NAME: Baking Association of Canada
ADDRESS: 7895 Tranmere Drive, Suite # 202
Mississauga, Ontario L5S 1V9
PHONE: (905) 405-0288 **FAX:** (905) 405-0993
Or 1-888-674-2253
WEB SITE: <http://www.baking.ca>
E-MAIL: info@baking.ca

NAME: Saskatchewan Food Processors Association
ADDRESS: 107-105 North Road
Saskatoon, Saskatchewan S7N 4L5
PHONE: (306) 683-2410 **FAX:** (306) 683-2420
WEB SITE: www.sfpa.sk.ca
E-MAIL: infor@sfpa.sk.ca

NAME: Canadian Restaurant & Food Services Association
ADDRESS: 316 Bloor Street West
Toronto, Ontario M5S 1W5
PHONE: (416) 923-8416 **FAX:** (416) 923-1450
Or 1-800-387-5649
PRODUCTS: Food & beverage products for the hospitality industry.
WEB SITE: <http://www.crfa.ca/>
E-MAIL: info@crfa.ca

TRADE JOURNALS

NAME: (1) Bakers Journal
(2) Bakers Journal - Buyers Guide

FREQUENCY: (1) Ten issues per year
(2) Annual

ADDRESS: Annex Publishing & Printing Inc
222 Argyle Avenue
Delhi, Ontario N4B 2Y2

PHONE: (519) 582-2513
Or 1-800-265-2827

FAX: (519) 582-4040

PRODUCTS: Includes calendar of events listing suppliers, all major trade shows and associations.

WEBSITE: www.annexweb.com

E-MAIL: bookstore@annexweb.com

NAME: Baking & Snack

FREQUENCY: Monthly (except January)

ADDRESS: Sosland Publishing Co.
4800 Main Street, Suite 100
Kansas City, Missouri 64112

PHONE: (816) 756-1000

FAX: (816) 756-0494

WEB SITE: www.sosland.com

E-MAIL: mbncirc@sosland.com

TRADE JOURNALS

NAME: Baking Buyer
FREQUENCY: Monthly
ADDRESS: Sosland Publishing Co.
4800 Main Street, Suit 100
Kansas City, Missouri 64112
PHONE: (816) 756-1000 **FAX:** (816) 756-0494
WEB SITE: www.sosland.com
E-MAIL: mbncirc@sosland.com

NAME: Food For Thought (Newsletter)
ADDRESS: Saskatchewan Food Processors Association
107 - 105 North Road
Saskatoon, Saskatchewan S7N 4L5
PHONE: (306) 683-2410 **FAX:** (306) 683-2420
WEB SITE: <http://www.sfpa.sk.ca>
E-MAIL: info@sfpa.sk.ca
COMMENTS: Current information regarding industry trends and events, as well as keeping members up to date on upcoming conferences, workshops and SFPA projects

OTHER SOURCES OF INFORMATION

NAME: Starting a Bakery (Online Business Info Guide)

CONTACT: Canada - Saskatchewan Business Service Centre

ADDRESS: 345 - 3rd Avenue South
Saskatoon, Saskatchewan S7K 2H6

PHONE: (306) 956-2323 **FAX:** (306) 956-2328
Or 1-800-667-4374

WEBSITE: http://www.cbisc.org/sask/sbis/search/display.cfm?code=8027&Coll=SK_PROVBIS_E

E-MAIL: saskatchewan@cbisc.gc.ca

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438 **FAX:** (306) 787-4780
Or 1-800-667-1783

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca

BAKERY

REGULATIONS

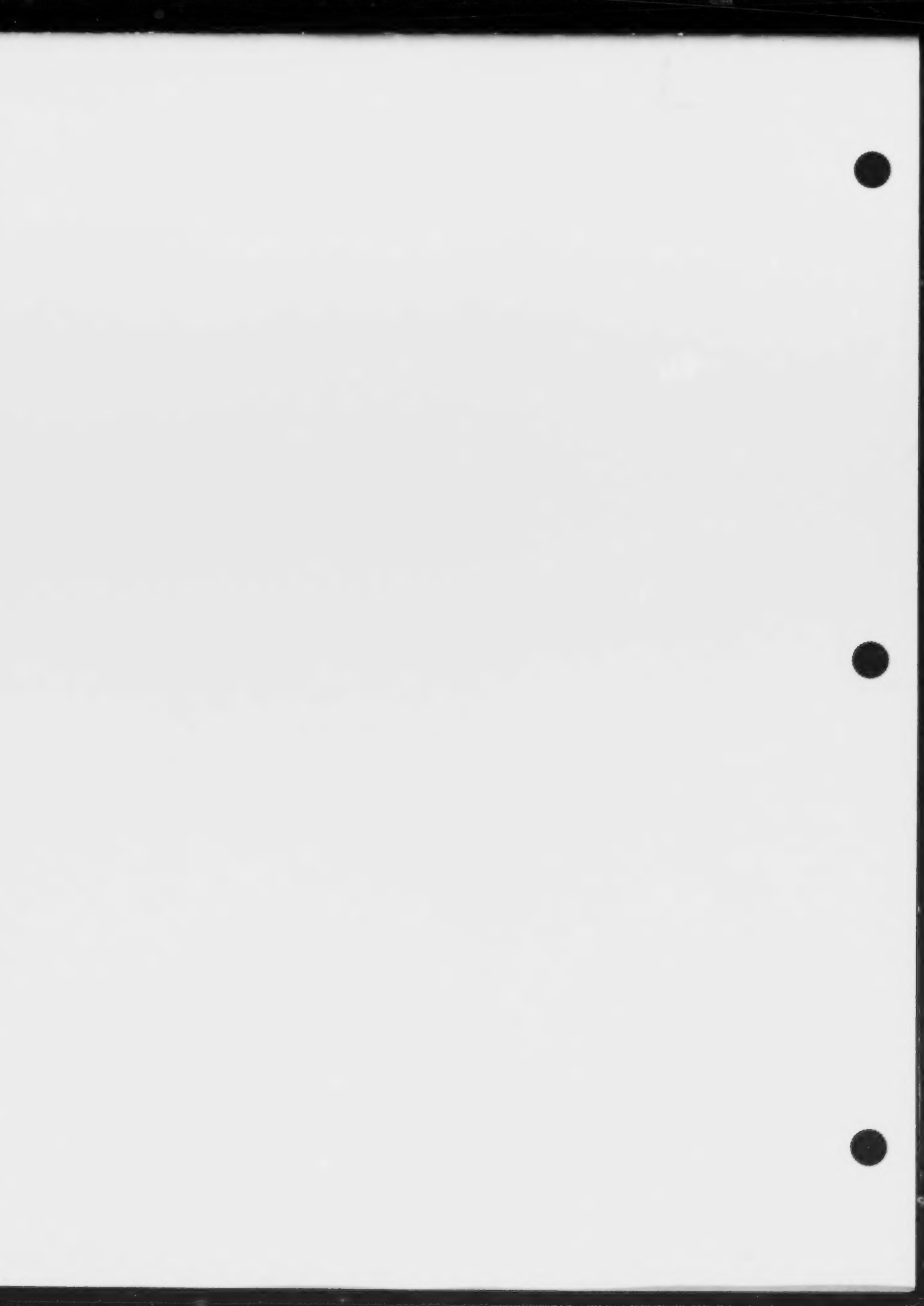
REFERENCE: Bakeshop Regulations, 1986

ADDRESS: Queen's Printer
B19, 3085 Albert Street
Regina, Saskatchewan S4S 0B1

PHONE: (306) 787-6894 **FAX:** (306) 798-0835

WEBSITE: <http://www.qp.gov.sk.ca/>

COMMENTS: Under The Public Health Act

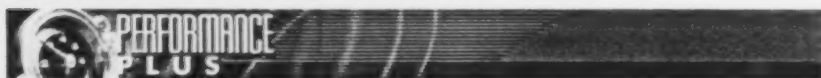


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STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada

NAICS Number: 31181 - Bread and Bakery Product Manufacturing

[Add/Modify User Data](#)[New Profile](#)**Average of all Businesses**

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	1980							
Revenue Range:								
Low Value (\$ 000)	30	30	203	30	97	203	420	
High Value (\$ 000)	5000	203	5000	97	203	420	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	57.7 (A)	41.2	60.2	41.1	41.2	50.6	62.5	95.1
Wages and benefits	11.7 (A)	4.8	12.8	2.0	6.2	10.3	13.4	33.4
Purchases, materials and sub-contracts	45.5 (A)	35.7	47.0	37.2	35.0	40.3	48.6	94.7
Opening inventory	3.1 (A)	3.7	3.0	7.1	2.1	2.1	3.2	58.8
Closing inventory	2.7 (A)	3.1	2.6	5.1	2.1	2.1	2.7	55.7
Operating expenses (indirect expenses)	39.8 (A)	51.6	38.0	55.7	49.7	46.2	35.9	99.9
Labour and commissions	15.7 (A)	15.1	15.8	13.7	15.7	18.8	15.1	78.6
Amortization and depletion	2.8 (A)	4.1	2.6	4.5	4.0	3.0	2.5	88.7
Repairs and maintenance	1.5 (A)	1.8	1.5	2.2	1.6	1.7	1.4	82.8
Utilities and telephone/telecommunication	2.5 (A)	4.2	2.3	5.2	3.8	3.3	2.0	89.6
Rent	5.0 (A)	9.7	4.3	10.9	9.1	7.1	3.5	74.9
Interest and bank charges	1.5 (A)	2.4	1.4	3.0	2.2	1.7	1.3	93.6
Professional and business fees	1.6 (A)	1.6	1.6	1.8	1.4	1.2	1.7	92.7
Advertising and promotion	0.6 (A)	0.6	0.6	0.8	0.6	0.6	0.6	80.9
Delivery, shipping and warehouse expenses	0.8 (A)	0.4	0.8	0.4	0.4	0.4	0.9	35.7
Insurance	0.7 (A)	1.3	0.6	1.6	1.2	0.8	0.5	83.0
Other expenses	7.0 (A)	10.3	6.6	11.5	9.7	7.4	6.4	99.7
Total expenses	97.4 (A)	92.8	98.1	96.8	90.9	96.8	98.4	100.0
Net profit/loss	2.4 (B)	6.5	1.7	3.1	8.2	3.1	1.4	99.5

Average number of paid employees

4.9 0.9 8.8 0.5 1.4 3.7 13.9

FINANCIAL RATIOSInterest coverage ratio

2.5 3.7 2.2 2.0 4.8 2.8 2.0

Gross margin (%)

42.3 58.8 39.8 58.9 58.8 49.4 37.5

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

65.4

Total revenue

407.1 (A) 107.0 726.5 68.8 142.4 292.8 1172.1

Total expenses

378.2 (A) 87.8 687.3 56.0 117.2 270.6 1115.1

Net profit

27.6 (B) 18.3 37.6 12.8 23.4 22.0 53.7

Non-ProfitableTotal revenue

402.9 (A) 99.1 684.5 60.1 142.0 285.5 1044.4

Total expenses

427.4 (A) 114.9 716.9 77.9 155.6 301.1 1092.0

Net loss

-24.5 (A) -15.9 -32.4 -17.9 -13.7 -15.5 -47.0

Updated: 2004-08-24


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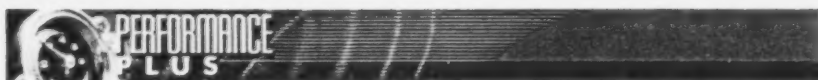
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [31182](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada

NAICS Number: 31182 - Cookie, Cracker and Pasta Manufacturing

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	230							
Revenue Range:								
Low Value (\$ 000)	30	30	320	30	118	320	702	
High Value (\$ 000)	5000	320	5000	118	320	702	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	64.5 (A)	53.4	65.9	49.4	54.2	56.6	68.0	97.4
Wages and benefits	10.7 (A)	7.4	11.1	2.8	9.1	10.6	11.2	37.9
Purchases, materials and sub-contracts	54.1 (A)	46.7	55.1	46.1	46.3	46.4	57.0	96.6
Opening inventory	3.6 (A)	3.3	3.7	2.9	3.4	3.2	3.8	65.1
Closing inventory	4.0 (A)	4.0	4.0	2.3	4.6	3.7	4.1	62.9
Operating expenses (indirect expenses)	32.8 (A)	47.5	31.1	49.9	46.1	39.3	29.2	100.0
Labour and commissions	12.9 (A)	17.5	12.4	13.7	18.5	17.6	11.1	76.7
Amortization and depletion	2.5 (A)	4.2	2.3	3.1	4.5	2.7	2.2	87.5
Repairs and maintenance	1.6 (A)	1.8	1.6	2.6	1.6	1.4	1.7	79.7
Utilities and telephone/telecommunication	1.7 (A)	3.4	1.5	4.7	3.0	2.6	1.2	88.8
Rent	2.9 (A)	6.8	2.5	8.9	5.9	4.5	2.0	75.0
Interest and bank charges	1.5 (A)	2.2	1.4	2.9	1.9	1.4	1.4	92.7
Professional and business fees	1.7 (A)	1.6	1.7	1.7	1.5	0.8	2.0	92.7
Advertising and promotion	0.6 (A)	0.6	0.6	0.6	0.6	0.5	0.7	76.7
Delivery, shipping and warehouse expenses	0.9 (A)	0.6	1.0	0.4	0.6	1.4	0.8	42.7
Insurance	0.7 (A)	1.2	0.6	1.6	1.0	0.8	0.6	78.0
Other expenses	5.8 (A)	7.7	5.6	9.8	7.0	5.6	5.6	99.1
Total expenses	97.2 (A)	100.9	96.9	99.3	100.3	95.9	97.2	100.0
Net profit/loss	2.8 (B)	-0.9	3.1	0.8	-0.3	4.1	2.8	100.0

Average number of paid employees

7.0	1.6	12.4	0.5	2.6	5.9	18.8
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FINANCIAL RATIOSInterest coverage ratio

2.9	0.6	3.2	1.3	0.9	4.0	3.0
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Gross margin (%)

35.5	46.6	34.1	50.6	45.8	43.4	32.0
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PROFITABLE vs NON-PROFITABLE BUSINESSES**(thousands of dollars)****Profitable**Percent of businesses (%)

66.4

Total revenue

755.1 (A)	155.8	1305.1	77.8	225.0	471.7	2015.0
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Total expenses

709.0 (A)	142.7	1230.3	64.6	209.8	433.5	1909.3
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Net profit

46.1 (A)	13.1	74.8	13.4	15.3	38.1	105.7
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Non-ProfitableTotal revenue

601.1 (A)	135.7	1154.6	67.2	195.4	486.3	2031.7
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Total expenses

634.5 (A)	160.8	1197.7	89.2	222.4	502.4	2110.4
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Net loss

-33.3 (A)	-25.0	-43.2	-22.0	-26.8	-16.1	-78.0
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Updated: 2004-06-24

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PRODUCT SOURCES

NAME: Beauticians Supply Limited
ADDRESS: 106 - 701 Cynthia Street
Saskatoon, Saskatchewan S7L 6B7
PHONE: (306) 652-7222 **FAX:** (306) 244-6062
PRODUCTS: Barbers equipment, blow dryers & men's hair styling products (Andis, Wahl & Oster)
WEB SITE: <http://www.beauticianssupply.com/>

NAME: Gould Beauty Systems
ADDRESS: 1146 Broad Street
Regina, Saskatchewan S4R 1X8
PHONE: (306) 757-2668 **FAX:** (306) 781-7042
PRODUCTS: Exclusive distributor for: Redken, Zotos, Paul Mitchell, L'Oreal, Bio Cosmetics, Fantasia, Belmont, Excelsior and a complete line of hair & nail products.

NAME: Beauticians Beauty Systems
ADDRESS: 1019 Osler Street
Regina, Saskatchewan S4R 8N5
PHONE: (306) 525-6655 **FAX:** (306) 569-8231
PRODUCTS: Matrix Essentials, Systems Biolage, Vavoom, SoColor, Icon, Logics, Iso, OPI, Nisim, Eufora, Kasho, DannyCo, and Salon Equipment

NAME: Monarch Beauty Supply Co.
ADDRESS: 1632 Broder Street
Regina, Saskatchewan S4N 7K1
PHONE: (306) 757-0191 **FAX:** (306) 569-4115
PRODUCTS: Beauty Supplies
WEB SITE: <http://monarchbeauty.ca/>

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Salons Plus

ADDRESS: 1779 McAra Street
Regina, Saskatchewan S4N 6H5

PHONE: (306) 525-5553
Or 1-800-665-6426

FAX: (306) 522-9044

PRODUCTS: Joico, VEROColour, Fudge for hair, paint box, nail supplies, tanning supplies, DANNYCO

NAME: Modern Beauty Supplies

ADDRESS: #2, 6020 - 11th Street South East
Calgary, Alberta T2H 2L7

PHONE: (403) 259-4442

FAX: (403) 259-4485

PRODUCTS: Kenra, Tigi, Bio-tec, Framesi & Revlon.

WEB SITE: www.modernbeauty.ca

E-MAIL: educal@modernbeauty.ca

TRADE SHOWS

NAME: Saskatchewan Beauty Show by Allied Beauty Association
FREQUENCY: Annual - September in Saskatoon
ADDRESS: Prairielands Exhibition Park
Saskatoon, Saskatchewan
PHONE: (905) 568-0158 (ext 22) **FAX:** (905) 568-1581
PRODUCTS: Professional beauty products & equipment.
WEBSITE: www.abacanada.com

NAME: Calgary Beauty Show by Allied Beauty Association
FREQUENCY: Annual - October (Trade)
ADDRESS: Calgary Exhibition & Stampede Park
Calgary, Alberta
PHONE: (905) 568-0158 (ext 22) **FAX:** (905) 568-1581
PRODUCTS: Products and services available in salons
WEB SITE: www.abacanada.com

TRADE ASSOCIATIONS

NAME: Allied Beauty Association (ABA)
ADDRESS: 450 Matheson Blvd.
Mississauga, Ontario L4Z 1R5
PHONE: (905) 568-0158 (ext 22) **FAX:** (905) 568-1581
WEB SITE: www.abacanada.com

NAME: Cosmetologist's Association of British Columbia (CABC)
ADDRESS: 899 - 8th Avenue West
Vancouver, British Columbia V5Z 1E3
PHONE: (604) 871-9283 **FAX:** (604) 871-0299
Or 1-800-663-9283
WEB SITE: www.cabccanada.com
E-MAIL: info@cabccanada.com

TRADE JOURNALS

NAME: (1) Beauty Salons/Equipment & Supplies Wholesale
(2) Hair Product Dealers

FREQUENCY: (1) Annual
(2) Annual

ADDRESS: Info USA, Inc.
5711 S. 86th Circle, PO Box 27347
Omaha, NE 68127-0347

PHONE: (402) 930-3500
Or 1-800-321-0869

FAX: (402) 331-0176

WEBSITE: www.infousa.com

E-MAIL: inquiries@infousa.com

NAME: Salon Magazine

FREQUENCY: Eight issues per year

ADDRESS: Salon Communications Inc
#1902, 365 Bloor St. E.
Toronto, Ontario M4W 3L4

PHONE: (416) 869-3131

FAX: (416) 869-3008

WEB SITE: www.beautynet.com

E-MAIL: salon@beautynet.com

NAME: Salon Today Management

FREQUENCY: Monthly

ADDRESS: Vance Publishing Corporation
400 Knightsbridge Parkway
Lincolnshire, IL 60069

PHONE: (847) 634-2600
Or 1-800-621-2845

FAX: (847) 634-4379

WEB SITE: <http://www.vancepublishing.com/>

TRADE JOURNALS

NAME: Glamour
FREQUENCY: Monthly
ADDRESS: CondeNet
PO Box 37690
Boone, IA 50037
PHONE: 1-800-274-7410
WEB SITE: <http://www.us.glamour.com>
E-MAIL: subscriptions@glamour.com

NAME: Cosmetics
FREQUENCY: Bimonthly
ADDRESS: Rogers Media, Publishing
One Mount Pleasant Road, 7th floor
Toronto, Ontario M4Y 2Y5
PHONE: (416) 764-1664 **FAX:** (416) 764-1704
WEB SITE: www.bizlink.com/cosmetics.htm

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca

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PLUS[Printer Friendly Version](#)Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [81211](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada

NAICS Number: 81211 - Hair Care and Esthetic Services

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	7800							
Revenue Range								
Low Value (\$ 000)	30	30	68	30	43	68	127	
High Value (\$ 000)	5000	68	5000	43	68	127	5000	

(percent of total revenue)

<u>Total revenue</u>	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
<u>Cost of sales (direct expenses)</u>	26.7 (A)	16.9	29.3	14.9	18.2	20.8	31.2	69.2
Wages and benefits	11.3 (A)	2.4	13.5	1.0	3.2	5.9	15.3	22.2
Purchases, materials and sub-contracts	15.5 (A)	14.6	15.9	14.1	15.1	14.9	16.0	68.3
Opening inventory	2.2 (A)	2.6	2.1	2.7	2.4	2.7	1.9	36.0
Closing inventory	2.3 (A)	2.6	2.2	2.9	2.5	2.7	2.0	36.4
<u>Operating expenses (indirect expenses)</u>	61.9 (A)	54.3	63.4	50.1	56.5	64.8	63.3	99.9
Labour and commissions	27.6 (A)	13.5	30.5	8.0	16.5	27.1	31.8	76.4
Amortization and depletion	2.2 (A)	2.4	2.2	2.3	2.5	2.6	2.0	86.1
Repairs and maintenance	1.3 (A)	1.6	1.3	1.6	1.6	1.9	1.1	75.7
Utilities and telephone/telecommunication	2.5 (A)	4.0	2.2	4.1	4.0	3.5	1.8	90.0
Rent	11.3 (A)	15.2	10.5	17.1	13.9	12.5	9.9	87.9
Interest and bank charges	1.9 (A)	1.7	2.0	1.3	2.0	2.2	1.9	89.9
Professional and business fees	1.8 (A)	1.4	1.9	1.2	1.5	1.5	2.0	90.2
Advertising and promotion	1.5 (A)	1.4	1.6	1.4	1.4	1.5	1.6	85.3
Delivery, shipping and warehouse expenses	0.0 (B)	0.1	0.0	0.0	0.1	0.0	0.0	7.0
Insurance	0.7 (A)	1.2	0.6	1.3	1.2	1.0	0.5	82.2
Other expenses	10.8 (A)	11.8	10.6	11.7	11.8	11.1	10.5	99.6
<u>Total expenses</u>	88.6 (A)	71.2	92.7	65.0	74.7	85.6	94.5	100.0
<u>Net profit/loss</u>	11.4 (A)	28.8	7.3	35.0	25.3	14.4	5.5	99.5

Average number of paid employees

2.8 0.4 5.2 0.2 0.6 1.8 8.7

FINANCIAL RATIOS

Interest coverage ratio	6.9	17.6	4.6	27.3	13.9	7.5	3.9
Gross margin (%)	73.3	83.1	70.7	85.1	81.8	79.2	68.8

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)	80.6						
Total revenue	117.6 (A)	44.9	201.4	35.5	54.7	91.4	327.8
Total expenses	97.5 (A)	29.0	177.2	20.8	37.3	72.2	296.9
Net profit	20.0 (A)	15.9	24.2	14.6	17.4	19.3	30.9

Non-Profitable

Total revenue	159.2 (A)	47.0	214.3	36.6	54.4	92.5	304.7
Total expenses	168.6 (A)	53.5	225.3	42.4	61.4	100.4	317.7
Net loss	-9.4 (A)	-6.5	-11.0	-5.8	-7.0	-7.9	-13.0

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PRODUCT SOURCES

NAME: Addison-Wesley
ADDRESS: 75 Arlington St., Suite 300
Boston, MA 02116
PHONE: (617) 848-7500
PRODUCTS: Book publisher
WEB SITE: www.aw-bc.com
E-MAIL: he-csweb@pearsoned.com

NAME: Harlequin Enterprises Limited
ADDRESS: P.O. Box 615
Fort Erie, Ontario L2A 5X3
PHONE: (416) 445-5860 **FAX:** (416) 445-8655
PRODUCTS: Romance novels
WEB SITE: <http://www.eharlequin.com/>
E-MAIL: customer_ecare@harlequin.ca

NAME: Harper Collins Publishers Limited
ADDRESS: 2 Bloor Street East, 20th floor
Toronto, Ontario M4W 1A8
PHONE: (416) 975-9334 **FAX:** (416) 975-5223
PRODUCTS: Book publisher
WEB SITE: www.harpercanada.com
E-MAIL: contactus@harpercanada.com

PRODUCT SOURCES

NAME: McClelland and Stewart Ltd. (The Canadian Publishers)
ADDRESS: 481 University Avenue, Suite 900
Toronto, Ontario M5G 2E9
PHONE: (416) 598-1114 **FAX:** (416) 598-7764
PRODUCTS: Book publisher
WEB SITE: www.mcclelland.com
E-MAIL: mail@mcclelland.com

NAME: McGraw Hill Ryerson Limited
ADDRESS: 300 Water Street
Whitby, Ontario L1N 9B6
PHONE: (905) 430-5000
Or 1-800-565-5758
PRODUCTS: Book publisher
WEB SITE: <http://www.mcgrawhill.ca>
E-MAIL: cs_queries@mcgrawhill.ca

NAME: Between the Lines
ADDRESS: 720 Bathurst Street, Suite 404
Toronto, Ontario M5S 2R4
PHONE: (416) 535-9914 **FAX:** (416) 535-1484
Or 1-800-718-7201
PRODUCTS: Non-fiction social, political, environmental, labour, cultural, gender issue books,
Canadian and third world subjects.
WEB SITE: www.btlbooks.com
E-MAIL: btlbooks@web.ca

PRODUCT SOURCES

NAME: Shaben International Incorporated
ADDRESS: 14735 - 124th Avenue
Edmonton, Alberta T5L 3B2
PHONE: (780) 452-3830 **FAX:** (780) 455-8500
Or 1-800-565-0384 Or 1-888-455-8558
PRODUCTS: Toys, stationery, giftware
WEBSITE: www.shaben.com

NAME: Penguin Group (Canada)
ADDRESS: 10 Alcorn Avenue, Suite 300
Toronto, Ontario M4V 3B2
PHONE: (416) 925-2249 **FAX:** (416) 925-0068
Or 1-800-399-6858 Or 1-800-363-2665
PRODUCTS: Book publisher
WEB SITE: <http://www.penguin.ca>
E-MAIL: inquiry@canbook.com

NAME: Random House of Canada Limited
ADDRESS: 2775 Matheson Blvd. East
Mississauga, Ontario L4W 4P7
PHONE: (905) 624-0672 **FAX:** (905) 624-6217
WEB SITE: www.randomhouse.ca
E-MAIL: canadaweb@randomhouse.com

PRODUCT SOURCES

NAME: Readers' Digest Association (Canada) Ltd.
ADDRESS: 1125 Stanley Street
Montreal, PQ H3B 5H5
PHONE: (514) 940-0751 **FAX:** (514) 940-3637
Or 1-800-465-0780
PRODUCTS: Magazine & book publisher
WEB SITE: <http://www.readersdigest.ca>
E-MAIL: customer-service@readersdigest.ca

NAME: Pearson Education Canada
ADDRESS: 26 Prince Andrew Place
Toronto, Ontario M3C 2T8
PHONE: (416) 447-5101 **FAX:** (416) 443-0948
1-800-263-9965
PRODUCTS: Book Publisher
WEB SITE: www.pearsoned.ca

NAME: Universal Bindery (Saskatchewan) Limited
ADDRESS: 516A Duchess Street
Saskatoon, Saskatchewan S7K 0R1
PHONE: (306) 652-8313 **FAX:** (306) 244-2994
Or 1-888-563-6368
PRODUCTS: Vinyl binders, index tabs, custom turned edge zipper binder, writing portfolios, menu covers.

PRODUCT SOURCES

NAME: Innova Envelope Inc.
ADDRESS: 2361 2nd Ave.
Regina, Saskatchewan S4R 1A5
PHONE: (306) 359-3000 **FAX:** (306) 525-8244
PRODUCTS: All sizes of envelopes, any quantity of envelopes.
WEBSITE: www.supremex.com
E-MAIL: innova@innovaenv.com

NAME: NewsWest
ADDRESS: 511 Ross Avenue
Regina, Saskatchewan S4N 4W5
PHONE: (306) 525-3754 **FAX:** (306) 569-9899
Or 1-888-639-7868
PRODUCT: Wholesalers of paperbacks, magazines, children's books and comics.
WEBSITE: www.newswest.ca
E-MAIL: info@newswest.ca

NAME: National Book Service
ADDRESS: 50 Beurling Crescent
Saskatoon, Saskatchewan S7H 4V7
PHONE: (306) 955-0225 **FAX:** (306) 374-3314
Or 1-800-387-3178
WEBSITE: www.nbs.com
E-MAIL: nbs@nbs.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Alsort Store Fixtures & Interiors
ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6
PHONE: (306) 352-6700 **FAX:** (306) 352-4100
PRODUCTS: Store fixtures, layout, design, shelving and equipment.
WEB SITE: www.alsort.com
E-MAIL: alsort@sasktel.net

NAME: Hussman Canada Inc.
ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8
PHONE: (306) 721-2700 **FAX:** (306) 721-4711
Or
ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan
PHONE: (306) 934-4440 **FAX:** (306) 934-7111
PRODUCTS: Shelving, layout design & racking.

NAME: Johnston Equipment
ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2
PHONE: (306) 721-2300 **FAX:** (306) 721-2175
Or 1-800-668-5586
PRODUCTS: Layouts, design, installation, shelving & racking, etc.
WEBSITE: www.gnjohnston.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Western Retail Interiors Ltd.
ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4
PHONE: (306) 477-2244
Or 1-800-665-0550 **FAX:** (306) 477-0550
PRODUCTS: Manufacturers and distributors of store fixtures.
WEB SITE: <http://www.westernretail.com>

NAME: Blazer Store Fixtures Inc.
ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7
PHONE: (306) 244-1212 **FAX:** (306) 244-4412
PRODUCTS: New & used shelving, accessories, slatwalls, counters, etc.
WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>
E-MAIL: blazerstorefixtures@sasktel.net

NAME: Westmount Store Fixtures
ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4
PHONE: (780) 424-8950 **FAX:** (780) 425-8578
Or 1-800-561-1951
PRODUCTS: Shure Sell store fixtures, layouts and design.
WEBSITE: www.westmountstorefixtures.com
E-MAIL: fixtures@westmountstorefixtures.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Mayer's Packaging Ltd.
ADDRESS: 50 Mandalay Drive
Winnipeg, Manitoba R2X 2Z2
PHONE: (204) 774-1651 **FAX:** (204) 783-7760
Or 1-800-801-1651
PRODUCTS: Shelving, racks, boxes, gift-wrap, bows, etc.
WEB SITE: <http://www.mayers.ca>
E-MAIL: winnipeg@mayerspackaging.com

NAME: W. R. Display & Packaging
ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7
PHONE: (204) 925-7900 **FAX:** (204) 925-7910
Or 1-800-665-8447 Or 1-800-668-4743
PRODUCTS: Retail display and packaging equipment and suppliers.
WEB SITE: <http://www.wrdisplay.ca>
E-MAIL: info@wrdisplay.ca

NAME: Planned Commercial Interiors
ADDRESS: 4330 Robinson Street
Regina, Saskatchewan S4S 3E3
PHONE: (306) 347-7875 **FAX:** (306) 347-7762
PRODUCTS: Display fixtures, equipment, and layout.

TRADE SHOWS

NAME: Book Expo Canada
FREQUENCY: Annual - June (Trade)
PRODUCTS: Products sold in independent & chain bookstores.
ADDRESS: Reed Exhibitions Canada
Unit 1, 3761 Victoria Park Avenue
Toronto, Ontario M1W 3S2
PHONE: (416) 491-7565
Or 1-888-322-7333
WEB SITE: www.reedexpo.ca

NAME: Christian Booksellers Association (Canadian Chapter)
FREQUENCY: Annual - fall (closed trade show)
Regional - winter
PRODUCTS: Religious books, bibles, music & gifts.
ADDRESS: 15 - 155 Suffolk St. W., Suite 15
Guelph, Ontario N1H 2J7
PHONE: (519) 766-1683 **FAX:** (519) 763-8184
WEBSITE: www.formar.com
E-MAIL: cbacan@netcom.ca

NAME: The Word on the Street
FREQUENCY: Annual (September)
PRODUCTS: Provides a day of reading's, poetry, book buying and selling and live entertainment.
ADDRESS: The Event Group
Building B6 - 2509 Dieppe Ave SW
Calgary, Alberta T3E 7J9
PHONE: (403) 543-1506
EMAIL: info@eventgroup.ca

TRADE SHOWS

NAME: Canadian Gift & Tableware Association Show

FREQUENCY: Bi-annual

PRODUCTS: Stationary, giftware, tableware, housewares, greeting cards, gift baskets, floral and wedding products, etc.

ADDRESS: Canadian Gift and Tableware Association
42 Voyager Court South
Toronto, Ontario M9W 5M7

PHONE: (416) 679-0170
Or 1-800-611-6100

FAX: (416) 679-0175

WEB SITE: <http://www.cgta.org>

E-MAIL: info@cgta.org

NAME: Toronto Gift & Accessories Market

FREQUENCY: Annual - February/September (Trade)

PRODUCTS: Stationary, kitchenware, luggage and leathersgoods, pottery, china, brassware, jewellery, games, paper, handcrafted products, bath accessories, etc.

ADDRESS: dmg World Media Inc
180 Duncan Mill Road, Suite 400
Toronto, Ontario M3B 1Z6

PHONE: (416) 385-1880
Or 1-888-823-7469

FAX: (416) 385-1855

WEB SITE: <http://www.dmgworldmedia.com>

TRADE ASSOCIATIONS

NAME: Canadian Booksellers Association (CBA)
ADDRESS: 789 Don Mills Road, #700
Toronto, Ontario M3C 1T5
PHONE: (416) 467-7883 **FAX:** (416) 467-7886
Or 1-866-788-0790
WEB SITE: <http://www.cbabook.org>
E-MAIL: enquiries@cbabook.org

NAME: Christian Booksellers Association (Canadian Chapter)
ADDRESS: 15 - 155 Suffolk Street W.
Guelph, Ontario N1H 2J7
PHONE: (519) 766-1683 **FAX:** (519) 763-8184
WEBSITE: www.formar.com
E-MAIL: cbacan@netcom.ca

NAME: Book Promoters Association of Canada (BPAC)
ADDRESS: Hudson Bay Postal Outlet "The Wicket"
20 Bloor St. East, P.O. Box 75115
Toronto, Ontario M4W 3T3
PHONE: (416) 951-6600
WEB SITE: www.bpacanada.org
E-MAIL: info@bpacanada.org

TRADE JOURNALS

NAME: Quill & Quire
FREQUENCY: Monthly
ADDRESS: Quill and Quire
P.O. Box 706
Markham, Ontario L6B 1A7
PHONE: (905) 946-0406 **FAX:** (905) 946-0410
WEB SITE: <http://www.quillandquire.com>
E-MAIL: subscriptions@quillandquire.com

NAME: Canadian Publishers Directory (Bi-annual Supplement to Quill and Quire)
FREQUENCY: Two issues per year
ADDRESS: Quill and Quire
P.O. Box 706
Markham, Ontario L6B 1A7
PHONE: (905) 946-0406 **FAX:** (905) 946-0410
WEB SITE: <http://www.quillandquire.com>
E-MAIL: subscriptions@quillandquire.com

NAME: Magazine and Bookseller
FREQUENCY: Monthly
ADDRESS: North American Publishing Company
401 North Broad Street, Fifth Floor
Philadelphia, PA 19108
PHONE: (215) 238-5300 **FAX:** (215) 238-5412
Or 1-800-627-2689 Or 1-800-664-1533
WEB SITE: <http://www.napco.com>
E-MAIL: magazinecs@napco.com

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca



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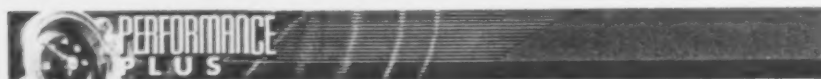
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) 45121

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number 45121 - Book Stores and News Dealers

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	960							
Revenue Range:								
Low Value (\$ 000)	30	30	188	30	92	188	327	
High Value (\$ 000)	5000	188	5000	92	188	327	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	61.7 (A)	49.9	64.1	41.8	48.1	47.3	68.4	94.4
Wages and benefits	0.5 (B)	0.2	0.6	0.0	0.2	0.1	0.7	4.0
Purchases, materials and sub-contracts	62.2 (A)	59.2	63.4	49.2	56.3	49.5	66.9	93.8
Opening inventory	14.6 (A)	25.0	13.0	23.3	23.9	12.3	13.2	57.9
Closing inventory	15.6 (B)	34.5	12.8	30.7	32.2	14.7	12.4	56.7
Operating expenses (indirect expenses)	35.7 (A)	51.7	33.1	66.5	45.6	44.8	30.2	99.9
Labour and commissions	14.6 (A)	11.4	14.9	13.1	13.5	16.1	14.5	86.2
Amortization and depletion	1.4 (B)	2.5	1.2	3.1	2.0	2.1	1.0	84.4
Repairs and maintenance	0.5 (B)	0.9	0.5	1.7	0.5	0.8	0.4	64.6
Utilities and telephone/telecommunication	1.3 (B)	2.6	1.1	4.3	1.9	2.4	0.8	88.1
Rent	6.4 (B)	10.1	5.5	11.2	10.8	7.4	5.0	84.9
Interest and bank charges	1.7 (B)	3.4	1.5	3.2	3.0	2.6	1.2	95.6
Professional and business fees	1.3 (B)	1.2	1.3	1.6	1.2	1.5	1.3	88.8
Advertising and promotion	1.5 (A)	2.5	1.5	3.8	1.6	2.0	1.3	82.3
Delivery, shipping and warehouse expenses	0.5 (B)	1.4	0.4	2.9	0.6	0.6	0.4	41.4
Insurance	0.4 (A)	0.9	0.3	1.3	0.6	0.6	0.3	79.6
Other expenses	5.9 (B)	14.8	4.8	20.2	9.9	8.7	3.9	98.8
Total expenses	97.4 (A)	101.6	97.3	108.3	93.7	92.1	98.6	100.0
Net profit/loss	(F)							

Average number of paid employees

2.8 0.6 4.8 0.3 1.1 2.0 7.7

FINANCIAL RATIOS

Interest coverage ratio

Gross margin (%)

38.3 50.1 35.9 58.2 51.9 52.7 31.6

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

60.2

Total revenue

399.5 (B) 94.8 606.5 59.6 161.2 231.1 1000.8

Total expenses

368.0 (B) 77.4 570.1 41.6 135.3 193.1 961.0

Net profit

31.5 (C) 17.3 38.4 18.0 25.8 38.0 39.8

Non-Profitable

Total revenue

279.5 (B) 86.9 571.1 43.4 140.4 250.5 876.7

Total expenses

304.3 (B) 107.2 603.4 67.1 155.9 272.2 918.3

Net loss

-24.5 (A) -20.3 -31.5 -23.7 -15.6 -21.7 -40.0

Updated: 2004-03-24

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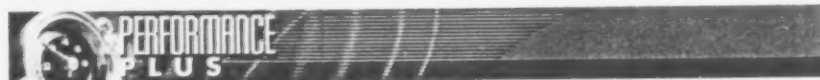
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) 45321

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 45321 - Office Supplies and Stationery Stores

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	500							
Revenue Range:								
Low Value (\$ 000)	30	30	463	30	202	463	939	
High Value (\$ 000)	5000	463	5000	202	463	939	5000	

(percent of total revenue)

	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Total revenue								
Cost of sales (direct expenses)	66.6 (A)	65.5	66.8	57.9	68.1	64.9	67.5	96.8
Wages and benefits	0.5 (A)	0.7	0.4	1.2	0.4	0.4	0.4	5.6
Purchases, materials and sub-contracts	64.8 (A)	56.0	66.3	44.2	61.9	64.0	67.1	91.0
Opening inventory	10.1 (A)	19.4	8.4	21.7	16.2	9.6	8.1	62.5
Closing inventory	8.7 (A)	10.6	8.4	9.2	10.4	9.2	8.2	52.3
Operating expenses (indirect expenses)	32.1 (A)	38.0	31.1	44.5	33.5	33.0	30.4	98.0
Labour and commissions	15.1 (A)	15.4	15.0	13.8	13.3	14.8	15.1	88.8
Amortization and depletion	1.0 (A)	1.6	0.9	2.5	1.2	1.1	0.9	79.6
Repairs and maintenance	0.6 (A)	1.1	0.5	1.4	0.7	0.6	0.5	73.7
Utilities and telephone/telecommunication	1.0 (A)	1.8	0.9	2.5	1.5	1.1	0.8	89.8
Rent	3.9 (A)	5.5	3.6	7.6	4.7	5.0	3.2	82.8
Interest and bank charges	1.5 (B)	2.2	1.3	2.9	2.7	2.2	1.1	93.4
Professional and business fees	1.1 (A)	2.1	1.0	3.3	1.2	0.9	1.0	91.2
Advertising and promotion	1.4 (A)	1.6	1.3	1.6	1.3	1.0	1.4	84.6
Delivery, shipping and warehouse expenses	0.5 (A)	0.4	0.5	0.4	0.3	0.3	0.5	42.3
Insurance	0.4 (A)	0.5	0.4	0.7	0.4	0.5	0.4	78.0
Other expenses	5.6 (A)	5.8	5.5	7.9	6.1	5.5	5.5	97.8
Total expenses	98.7 (A)	103.4	97.9	102.3	101.6	97.9	97.9	100.0
Net profit/loss	1.3 (B)	-3.5	2.1	-2.7	-1.6	2.1	2.1	99.6

Average number of paid employees

6.1 1.6 10.2 0.8 2.5 4.9 15.6

FINANCIAL RATIOS

Interest coverage ratio	1.9	-0.6	2.6	0.0	0.4	1.9	3.0
Gross margin (%)	33.4	34.5	33.2	42.1	31.9	35.1	32.5

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)	60.5						
Total revenue	836.1 (B)	191.8	1229.2	115.9	369.8	604.7	1855.5
Total expenses	801.5 (B)	179.6	1181.8	104.1	351.0	578.1	1787.1
Net profit	34.3 (B)	12.0	46.9	11.4	18.8	26.4	67.8

Non-Profitable

Total revenue	613.9 (A)	199.8	1378.0	102.7	324.1	667.7	2108.5
Total expenses	642.0 (A)	228.7	1404.5	115.4	373.8	688.2	2140.9
Net loss	-28.2 (A)	-29.2	-26.6	-13.1	-49.7	-20.5	-32.0

Updated: 2004-05-24


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OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca

CAMPGROUND/TRAILER PARK

PRODUCT SOURCES

NAME: Crown Lands – Lease, Easement or Permit

CONTACT: Saskatchewan Environment, Land Administration - Regina

ADDRESS: 3211 Albert Street
Regina, Saskatchewan S4S 5W6

PHONE: (306) 787-2894

WEBSITE: <http://www.se.gov.sk.ca/>

E-MAIL: inquiry@serm.gov.sk.ca

Or

CONTACT: Saskatchewan Environment, Land Administration – Prince Albert

ADDRESS: Box 3003, McIntosh Mall
Prince Albert, Saskatchewan S6V 6G1

PHONE: (306) 953-2682

WEBSITE: <http://www.se.gov.sk.ca/>

NAME: Farm Land For Sale

CONTACT: Real estate agents, banks and local newspapers

CAMPGROUND/TRAILER PARK**FIXTURE AND EQUIPMENT SUPPLIERS**

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Shelving, design, layouts, racking, etc.

NAME: Johnston Equipment

ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2

PHONE: (306) 721-2300 **FAX:** (306) 721-2175
Or 1-800-668-5586

WEBSITE: www.gnjohnston.com

PRODUCTS: Layout, design, installation, shelving, racking, etc.

NAME: Dura Construction Limited

ADDRESS: 555 McDonald Street
Regina, Saskatchewan S4N 4X1

PHONE: (306) 721-6866 **FAX:** (306) 721-4700

PRODUCTS: General contractors & engineers: commercial, industrial & recreational.
Complete design - build service. Developers & leasers.

NAME: Graham Construction & Engineering Inc

ADDRESS: 290 Hodsman Road
Regina, Saskatchewan S4N 5X4

PHONE: (306) 721-1444 **FAX:** (306) 721-5616

PRODUCTS: Functional & attractive buildings for commercial, industrial & professional applications. Professional building service and pre-engineered buildings.

CAMPGROUND/TRAILER PARK**TRADE SHOWS**

NAME: Edmonton Boat & Sportsmen's Show

FREQUENCY: Annual – March (Consumer)

ADDRESS: Canadian National Sportsmen's Shows
Suite 340, 1032 17th Ave. SW
Calgary, Alberta T2T 0A5

PHONE: (403) 245-9008 **FAX:** (403) 245-5100

PRODUCTS: Fishing, hunting, camping, outdoor equipment, boating, 4 wheel drive vehicles and accessories, tourism resorts and destinations.

WEB SITE: www.sportsmensshows.com **E-MAIL:** infoab@sportshows.ca

NAME: Calgary Boat & Sportsmen's Show

FREQUENCY: Annual - February (Consumer)

ADDRESS: Canadian National Sportsmen's Shows
Suite 340, 1032 17th Ave. SW
Calgary, Alberta T2T 0A5

PHONE: (403) 245-9008 **FAX:** (403) 245-5100

PRODUCTS: Sail, power & fishing boats, hunting, fishing, camping supplies, resort destinations, outdoor recreation, recreational vehicles, 4 wheel drives, motor homes.

WEB SITE: www.sportsmensshows.com **E-MAIL:** infoab@sportshows.ca

NAME: Ottawa Boat, Sportsmen's & Cottage Show

FREQUENCY: Annual – February [consumer]

ADDRESS: Canadian National Sportsmen's Shows
703 Evans Avenue, Suite 202
Toronto, Ontario M9C 5E9

PHONE: (416) 695-0311 **FAX:** (416) 695-0381
Or 1-888-695-2677

PRODUCTS: Powerboats, runabouts, inflatables, personal watercrafts, fishing tackle, RV travel information, hunting gear, information on boating, fishing & hunting.

WEB SITE: www.sportsmensshows.com **E-MAIL:** infoab@sportshows.ca

CAMPGROUND/TRAILER PARK

TRADE ASSOCIATIONS

NAME: Canadian Camping Association (CCA)
ADDRESS: Box 74030
Edmonton, Alberta T5K 2S7
PHONE: (780) 427-6605 **FAX:** (780) 427-6695
Or 1-877-427-6958
WEB SITE: www.ccamping.org
E-MAIL: info@ccamping.org

NAME: Saskatchewan Camping Association (SCA)
ADDRESS: 205 – 4303 Rae Street
Regina, Saskatchewan S4S 3A6
PHONE: (306) 586-4026 **FAX:** (306) 790-8634
WEB SITE: www.saskcamping.ca

TRADE JOURNALS

NAME: Outdoor Life
FREQUENCY: Monthly
ADDRESS: Outdoor Life Customer Service
PO Box 60001
Tampa, FL 33660-0001
PHONE: 1-800-365-1580
WEBSITE: www.outdoorlife.com
E-MAIL: webmaster@outdoorlife.com

NAME: Outdoor Canada
FREQUENCY: Eight issues per year
ADDRESS: Outdoor Canada
340 Ferrier Street, Suite 210
Markham, Ontario L3R 2Z5
PHONE: (905) 475-8440 **FAX:** (905) 475-9246
Or (905) 946-0893
WEB SITE: www.outdoorcanada.ca
E-MAIL: magazines@indas.on.ca

NAME: BC Outdoors
ADDRESS: OP Publishing Ltd.
1080 Howe Street, Suite 900
Vancouver, British Columbia V6Z 2T1
PHONE: (604) 606-4644 **FAX:** (604) 687-1925
Or 1-800-816-0747
WEB SITE: www.oppublishing.com
E-MAIL: webmaster@oppublishing.com

CAMPGROUND/TRAILER PARK

REGULATIONS

REFERENCE:

(1) The Public Accommodation Regulations and Provincial Itinerant Use Accommodation Standards.

(2) Public Eating Establishment Regulations and Public Eating Establishment Standards.

Under the Public Health Act, 1994
Chapter P-37 Reg #3.

(3) The Swimming Pool Regulations, 1999 and General Pool Design/Operational Standards, Swimming Pool Design/Operational Standards, Whirlpool Design/Operational Standards, Water Theme Facility Design/Operational Standards.

Under the Public Health Act, 1994
Chapter P-37 Reg #7

ADDRESS:

Saskatchewan Health
T.C. Douglas Building
3475 Albert Street
Regina, Saskatchewan S4S 6X6

PHONE:

1-800-667-7766 (Saskatchewan only)

WEBSITE:

www.health.gov.sk.ca

E-MAIL:

webmaster@health.gov.sk.ca

COMMENTS:

Copies of the "Public Health Act, 1994" are available at the Queen's Printer;
<http://www.qp.gov.sk.ca/index.cfm?fuseaction=publications.details&p=786>

CAMPGROUND/TRAILER PARK

REGULATIONS

REFERENCE: (1) The Public Accommodation Regulations and Provincial Itinerant Use Accommodation Standards.
(2) Public Eating Establishment Regulations and Public Eating Establishment Standards.
Under the Public Health Act, 1994
Chapter P-37 Reg #3.

(3) The Swimming Pool Regulations, 1999 and General Pool Design/Operational Standards, Swimming Pool Design/Operational Standards, Whirlpool Design/Operational Standards, Water Theme Facility Design/Operational Standards.
Under the Public Health Act, 1994
Chapter P-37 Reg #7

ADDRESS: Saskatchewan Health
T. C. Douglas Building
3475 Albert Street
Regina, Saskatchewan S4S 6X6

PHONE: 1-800-667-7766 (Saskatchewan only)

WEBSITE: www.health.gov.sk.ca

E-MAIL: webmaster@health.gov.sk.ca

COMMENTS: Copies of the "Public Health Act, 1994" are available at the Queen's Printer;
<http://www.qp.gov.sk.ca/index.cfm?fuseaction=publications.details&p=786>

REFERENCE: The Environmental Assessment & Review Process

ADDRESS: Saskatchewan Environment, Environmental Assessment Branch
Room 142, 3211 Albert Street
Regina, Saskatchewan S4S 5W6

PHONE: (306) 787-6132

WEBSITE: <http://www.se.gov.sk.ca/>
<http://www.se.gov.sk.ca/environment/assessment/reviewprocess.htm>

E-MAIL: envassess@serm.gov.sk.ca

TRAINING & STANDARDS

NAME: Saskatchewan Tourism Education Council (STEC)
(division of Tourism Saskatchewan)

ADDRESS: 321 Fourth Avenue North
Saskatoon, Saskatchewan S7K 2L8

PHONE: (306) 933-5900
Or 1-800-331-1529

FAX: (306) 933-6250

WEBSITE: www.stec.com

E-MAIL: stec@sasktourism.com

PROGRAMS: It's Good Business
Train the Workplace Trainer
Training for Supervisors
Market Ready!
Saskatchewan Best
Certification in 30 Occupational Standards
Tourism Careers – Ready to Work (formerly Tourism Careers for Youth)
Career Information / Opportunities / Planning
Tourism Transferable Skills Workshops

- Team Building 1 & 2
- Establishing Rapport with Customers
- Conflict Resolution
- Stress Management
- Barriers to Listening and Communication
- Supervisory and Management Communications
- Making Customer Complaints Positive
- Frontline Staff Communications
- Table Service Techniques
- Food & Beverage Server Suggestive Selling
- Front Desk Agent Suggestive Selling Techniques
- Hire and Inspire

Training Videos (for rent)
Resource Centre
Contact STEC for detailed information on the above programs



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Report Criteria: 2000 Canada All Businesses % of Total Revenue 7212

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada

NAICS Number 7212 RV (Recreational Vehicle) Parks and Recreational Camps

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	2510							
Revenue Range								
Low Value (\$ 000)	30	30	119	30	59	119	258	
High Value (\$ 000)	5000	119	5000	59	119	258	5000	

(percent of total revenue)

<u>Total revenue</u>	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
<u>Cost of sales (direct expenses)</u>	17.9 (A)	9.3	19.3	6.0	10.5	14.4	20.6	46.3
Wages and benefits	1.7 (A)	0.8	1.8	0.8	0.7	1.2	2.0	6.7
Purchases, materials and sub-contracts	16.4 (A)	8.6	17.6	4.5	10.3	13.2	18.7	45.9
Opening inventory	1.4 (C)	1.5	1.5	1.4	1.4	1.5	1.4	15.3
Closing inventory	1.5 (C)	1.6	1.5	0.8	1.8	1.5	1.6	14.5
<u>Operating expenses (indirect expenses)</u>	76.8 (A)	86.9	75.4	87.1	86.2	80.2	74.1	100.0
Labour and commissions	21.2 (A)	13.5	22.5	8.9	15.2	18.1	23.6	80.2
Amortization and depletion	7.7 (A)	9.7	7.4	10.7	9.4	9.9	6.8	87.2
Repairs and maintenance	6.7 (A)	10.2	6.2	12.8	8.9	8.0	5.7	88.4
Utilities and telephone/telecommunication	5.4 (A)	10.2	4.7	11.4	9.6	6.4	4.3	88.3
Rent	2.5 (A)	2.4	2.5	2.6	2.1	1.8	2.7	43.7
Interest and bank charges	4.4 (A)	7.5	4.0	7.5	7.2	5.5	3.6	92.7
Professional and business fees	2.7 (A)	2.7	2.7	3.2	2.4	2.9	2.7	90.9
Advertising and promotion	3.0 (A)	2.8	3.0	2.1	3.2	2.9	3.0	86.8
Delivery, shipping and warehouse expenses	0.7 (A)	0.3	0.8	0.2	0.3	0.4	0.9	9.7
Insurance	2.1 (A)	3.4	1.9	3.3	3.3	2.5	1.7	85.1
Other expenses	20.3 (A)	24.3	19.7	24.5	24.4	21.8	19.2	99.6
<u>Total expenses</u>	94.7 (A)	96.2	94.7	93.1	96.7	94.6	94.6	100.0
<u>Net profit/loss</u>	5.3 (B)	3.8	5.3	6.9	3.3	5.3	5.4	99.8

Average number of paid employees	3.7	0.7	6.7	0.3	1.0	2.3	11.1
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FINANCIAL RATIOS

Interest coverage ratio	2.2	1.5	2.3	1.9	1.5	2.0	2.5
Gross margin (%)	82.1	90.7	80.7	94.0	89.5	85.6	79.4

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)	65.2						
Total revenue	276.3 (A)	68.2	455.3	46.0	88.0	176.8	705.2
Total expenses	243.4 (A)	53.9	406.6	33.3	72.2	152.7	634.2
Net profit	32.8 (A)	14.3	48.7	12.7	15.8	24.0	71.0

Non-Profitable

Total revenue	196.6 (A)	63.2	376.7	42.9	84.7	180.5	629.4
Total expenses	220.9 (A)	77.2	414.8	54.2	100.8	201.1	690.1
Net loss	-24.1 (A)	-14.0	-38.1	-11.3	-16.0	-20.6	-60.0

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FIXTURE & EQUIPMENT SUPPLIERS

NAME: Big K Enterprises Limited
ADDRESS: 1346 Caribou Street West
Moose Jaw, Saskatchewan S6H 3V8
PHONE: (306) 692-3223 Or (306) 693-1313
PRODUCTS: Manufacturers & dealers of coin operated car & truck wash equipment, portable & steam units, cleaning compounds & waxes

NAME: Clark's Supply & Service Ltd.
ADDRESS: 1650 Stadacona Street West
Moose Jaw, Saskatchewan S6H 4P8
PHONE: (306) 693-4334 **FAX:** (306) 693-0399
Or

ADDRESS: 220 Hodsman Road
Regina, Saskatchewan S4N 5X4
PHONE: (306) 721-2104 **FAX:** (306) 721-4401
Or

ADDRESS: #417 - 44th Street East
Saskatoon, Saskatchewan S7K 0V9
PHONE: (306) 934-3880 **FAX:** (306) 934-2717
PRODUCTS: Hot, cold & steam pressure and parts washers. Full line of Hotsy detergents. Complete sales and service.

NAME: Panther Wash Equipment Limited
ADDRESS: #4 - 210 48th Street East
Saskatoon, Saskatchewan S7K 6A4
PHONE: (306) 242-6622 **FAX:** (306) 934-8204
WEBSITE: www.pantherwash.com **E-MAIL:** info@pantherwash.com
PRODUCTS: Coin operated systems, cold/hot steam high-pressure cleaners, chemicals, and accessories. Sales, service and leasing. Free demonstrations.

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Washex Cleaning Systems

ADDRESS: #3 - 850 Marion Street
Winnipeg, Manitoba R2J 0K4

PHONE: (204) 233-9600
Or 1-800-233-9963

FAX: (204) 231-0716

PRODUCT: Full line of Hotsy detergents.

WEBSITE: www.washex-ics.com

E-MAIL: info@washex-ics.com

TRADE SHOWS

NAME: Speedorama
FREQUENCY: Annual - January (Consumer)
ADDRESS: Kelly Alexander Communications Ltd.
3370 South Service Rd.
Burlington, Ontario L7N 3M6
PHONE: (905) 634-7736 Or (877) 250-4556
WEBSITE: www.speedoramashows.com
E-MAIL: info@speedoramashows.com
PRODUCTS: Cars, bikes and after-market parts & services

NAME: Business Showcase
FREQUENCY: Annual - October (Trade)
ADDRESS: Saskatoon & District Chamber of Commerce
345 3rd Avenue South
Saskatoon, Saskatchewan S7K 1M6
PHONE: (306) 244-2151 **FAX:** (306) 244-8366
PRODUCTS: A wide range of business products and services that promote business efficiency.
WEB SITE: www.eboardoftrade.com
E-MAIL: chamber@eboardoftrade.com

TRADE ASSOCIATIONS

NAME: Canadian Carwash Association (CCA)
ADDRESS: 5 - 2325 Hurontario St., Ste 194
Mississauga, Ontario L5A 4K4
PHONE: (416) 239-0339 **FAX:** (416) 239-1076
WEB SITE: www.canadiancarwash.ca
E-MAIL: office@canadiancarwash.ca

NAME: Canadian Automobile Association (CAA)
ADDRESS: 1145 Hunt Club Road
Ottawa, Ontario K1V 0Y3
PHONE: (613) 247-0117 **FAX:** (613) 247-0118
WEB SITE: <http://www.caa.ca>
E-MAIL: info@national.caa.ca

TRADE JOURNALS

NAME: Auto Laundry News
FREQUENCY: Bimonthly
ADDRESS: EW Williams Publications Company
2125 Center Avenue, Suite 305
Fort Lee, New Jersey 07024-5898
PHONE: (201) 592-7007 **FAX:** (201) 592-7171
WEB SITE: <http://www.carwashmag.com>
E-MAIL: cs@e-circ.net

NAME: Professional Carwashing & Detailing
FREQUENCY: Monthly
ADDRESS: National Trade Publications Inc
13 Century Hill Drive
Latham, New York 12110-2197
PHONE: (518) 783-1281 **FAX:** (518) 783-1386
WEBSITE: www.ntpinc.com
E-MAIL: webmaster@ntpinc.com

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca

ACTS/REGULATIONS

REFERENCE: The Environmental Assessment & Review Process

ADDRESS: Saskatchewan Environment, Environmental Assessment Branch
Room 142, 3211 Albert Street
Regina, Saskatchewan S4S 5W6

PHONE: (306) 787-6132

WEBSITE: <http://www.se.gov.sk.ca/>
<http://www.se.gov.sk.ca/environment/assessment/reviewprocess.htm>

E-MAIL: envassess@serm.gov.sk.ca



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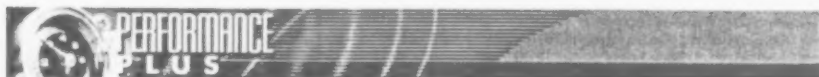
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) 81119

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada

NAICS Number: 81119 - Other Automotive Repair and Maintenance SEE NOTE p. 2

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	1950							
Revenue Range								
Low Value (\$ 000)	30	30	121	30	67	121	314	
High Value (\$ 000)	5000	121	5000	67	121	314	5000	

(percent of total revenue)

<u>Total revenue</u>	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
<u>Cost of sales (direct expenses)</u>	48.5 (A)	24.2	51.9	18.4	26.6	28.9	57.5	68.7
Wages and benefits	6.8 (A)	3.8	7.2	4.6	3.1	6.2	7.4	22.3
Purchases, materials and sub-contracts	42.5 (A)	20.7	45.5	13.3	24.3	22.5	51.1	68.2
Opening inventory	2.1 (B)	2.7	2.0	1.4	3.3	1.3	2.2	26.1
Closing inventory	2.9 (B)	3.0	2.9	0.8	4.1	1.2	3.3	26.9
<u>Operating expenses (indirect expenses)</u>	47.3 (A)	63.3	45.0	65.5	63.6	65.8	39.9	100.0
Labour and commissions	16.9 (A)	14.1	17.3	13.5	14.4	23.4	15.8	76.7
Amortization and depletion	2.8 (A)	4.8	2.5	5.3	4.9	4.5	2.1	84.0
Repairs and maintenance	2.1 (A)	3.5	1.8	5.7	3.5	3.2	1.5	76.4
Utilities and telephone/telecommunication	3.0 (A)	6.9	2.5	6.7	7.1	4.5	2.0	89.9
Rent	5.3 (A)	6.8	5.1	7.3	6.1	7.6	4.5	65.0
Interest and bank charges	2.7 (A)	5.0	2.4	4.6	5.2	4.0	2.0	96.1
Professional and business fees	2.4 (A)	2.0	2.4	2.2	1.7	2.7	2.3	93.4
Advertising and promotion	1.5 (A)	1.2	1.5	1.0	1.4	1.8	1.4	82.0
Delivery, shipping and warehouse expenses	0.1 (B)	0.1	0.1	0.1	0.2	0.1	0.1	9.8
Insurance	1.1 (A)	2.2	1.0	2.1	2.3	1.6	0.8	83.9
Other expenses	9.4 (A)	16.6	8.4	17.1	16.8	12.4	7.4	99.8
<u>Total expenses</u>	95.8 (A)	87.5	96.9	83.9	90.2	94.7	97.4	100.0
<u>Net profit/loss</u>	4.2 (B)	12.4	3.1	16.1	9.8	5.3	2.6	99.3

Average number of paid employees

2.2 0.4 3.9 0.3 0.5 1.9 5.6

FINANCIAL RATIOS

Interest coverage ratio

2.6 3.5 2.3 4.5 2.9 2.3 2.3

Gross margin (%)

51.5 75.8 48.1 81.6 73.4 71.1 42.5

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

67.3

Total revenue

278.3 (A) 88.2 516.3 49.8 86.1 203.8 844.8

Total expenses

252.5 (A) 50.6 480.2 35.0 67.5 178.4 797.4

Net profit

25.8 (A) 17.6 36.2 14.8 18.4 25.4 47.5

Non-Profitable

Total revenue

314.2 (A) 74.3 498.4 55.2 90.5 196.4 778.4

Total expenses

329.9 (A) 86.2 517.1 67.4 102.3 212.5 799.7

Net loss

-15.9 (A) -11.9 -18.9 -12.2 -11.8 -16.1 -21.0

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NOTE: Other Automotive Repair and Maintenance (NAICS number 81119) includes Automotive Oil Change and Lubrication Shops (811191) and Car Washes (811192)

CHILDREN'S CLOTHING STORE

PRODUCT SOURCES

NAME: Apparel Directories – manufacturers and suppliers

ADDRESS: Canadian Apparel Federation (CAF)
504 - 124 O'Connor Street
Ottawa, Ontario K1P 5M9

PHONE: (613) 231-3220 **FAX:** (613) 231-2305

WEB SITE: www.apparel.ca

E-MAIL: info@apparel.ca

NAME: Alberta Fashion Markets

ADDRESS: Alberta Fashion Market
P.O. Box 66037
Edmonton, Alberta T6J 6T4

PHONE: (780) 484-7541 **FAX:** (780) 483-4571

PRODUCTS: New clothing lines by brand name manufacturers for buyers and store owners.

WEBSITE: <http://www.albertafashion.ca/AFMCategoryToManufacturer.asp>

E-MAIL: afm@shaw.ca

NAME: Marv Holland Industries

ADDRESS: 10939 - 120th Street
Edmonton, Alberta T5H 3R3

PHONE: (780) 453-5044 **FAX:** (780) 453-6283
Or 1-800-661-7269 Or 1-800-361-0263

PRODUCTS: A wide range of clothing apparel.

WEB SITE: <http://www.marvholland.com>

E-MAIL: custserv@performance-apparel.com

CHILDREN'S CLOTHING STORE

PRODUCT SOURCES

NAME: Mondetta Clothing
ADDRESS: 1109 Winnipeg Avenue
Winnipeg, Manitoba R3E 0S2
PHONE: (204) 786-1700
PRODUCTS: Casual clothing & accessories for men, women & children
WEB SITE: <http://www.mondetta.com>
E-MAIL: info@mondetta.com

NAME: Style Buyers Guide (for more information)
ADDRESS: 555 Richmond St. West, Suite 701
Toronto, Ontario M5V 3B1
PHONE: (416) 203-6737 **FAX:** (416) 203-1057
WEB SITE: <http://www.style.ca>
E-MAIL: style@style.ca

NAME: Apparel Search Company
ADDRESS: 201 Skyline Lake Drive
Ringwood, New Jersey 07014
PHONE: (973) 835-7383
PRODUCTS: Directory of manufacturers, distributors, importers, wholesalers.
WEB SITE: <http://www.apparesearch.com>
E-MAIL: appsearch@aol.com

CHILDREN'S CLOTHING STORE

PRODUCT SOURCES

NAME: Canadian Fashion Stage Magazine and Directory

ADDRESS: MINIMIDIMAXI Ltd
151 Augusta Avenue, Ste. 3
Toronto, Ontario M5T 2L4

PHONE: (416) 599-9225 **FAX:** (416) 599-5430

PRODUCTS: Information on manufacturers and wholesalers.

WEB SITE: <http://www.minimidimaxi.com>

NAME: T-Shirts Unlimited

ADDRESS: 1527 Ontario Avenue
Saskatoon, Saskatchewan S7K 1S7

PHONE: (306) 477-8811 **FAX:** (306) 477-8840

CHILDREN'S CLOTHING STORE

FIXTURE AND EQUIPMENT SUPPLIERS

NAME: DisplayCo Canada Inc.
ADDRESS: 2365 2nd Avenue
Regina, Saskatchewan S4R 1A5
PHONE: (306) 569-2404 **FAX:** (306) 565-3961
Or 1-888-343-7469
PRODUCTS: Signs, displays (also trade show displays).
WEB SITE: <http://www.displayco.ca/>
E-MAIL: info@displayco.ca

NAME: Johnston Equipment
ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2
PHONE: (306) 721-2300 **FAX:** (306) 721-2175
Or 1-800-668-5586
PRODUCTS: Garment racks, pegboards, storage racks, gondolas, design and layout, shelving, casters and wheels, conveyors, overhead crane systems and chain hoists.
WEBSITE: www.gjohnston.com

NAME: Fairwell Commercial Interiors Ltd.
ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2
PHONE: (306) 586-6854 **FAX:** (306) 586-3631
PRODUCTS: Fixtures, flatwall, grid, store design, layout and construction.

CHILDREN'S CLOTHING STORE

FIXTURE AND EQUIPMENT SUPPLIERS

NAME: Alsort Store Fixture and Interiors
ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6
PHONE: (306) 352-6700 **FAX:** (306) 352-4100
PRODUCTS: Planning, layout, fixture and equipment, mannequin, general contractor, etc.
WEB SITE: www.alsort.com
E-MAIL: alsort@sasktel.net

NAME: Hussman Canada Inc.
ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8
PHONE: (306) 721-2700 **FAX:** (306) 721-4711
PRODUCTS: Planning, fixture and equipment, layouts, gondolas and shelving.
Or
ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan
PHONE: (306) 934-4440 **FAX:** (306) 934-7111
PRODUCTS: Shelving, design, layouts, racking, etc.

NAME: Mayer's Packaging Ltd.
ADDRESS: 50 Mandalay Drive
Winnipeg, Manitoba R2X 2Z2
PHONE: (204) 774-1651 **FAX:** (204) 783-7760
Or 1-800-801-1651
PRODUCTS: Shelving, racks, boxes, gift-wrap, bows, etc.
WEB SITE: <http://www.mayers.ca>
E-MAIL: winnipeg@mayerspackaging.com

CHILDREN'S CLOTHING STORE

FIXTURE AND EQUIPMENT SUPPLIERS

NAME: Western Retail Interiors Ltd.

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (306) 477-2244
Or 1-800-665-0550 **FAX:** (306) 477-0550

PRODUCTS: Manufacturers and distributors of store fixtures.

WEB SITE: <http://www.westernretail.com>

NAME: Blazer Store Fixtures Inc.

ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7

PHONE: (306) 244-1212 **FAX:** (306) 244-4412

PRODUCTS: New & used shelving, accessories, slatwalls, counters, etc.

WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>

E-MAIL: blazerstorefixtures@sasktel.net

NAME: Westmount Store Fixtures

ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4

PHONE: (780) 424-8950
Or 1-800-561-1951 **FAX:** (780) 425-8578

PRODUCTS: Shure Sell store fixtures, layouts and design.

WEBSITE: www.westmountstorefixtures.com

E-MAIL: fixtures@westmountstorefixtures.com

CHILDREN'S CLOTHING STORE

FIXTURE AND EQUIPMENT SUPPLIERS

NAME: W. R. Display & Packaging

ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7

PHONE: (204) 925-7900
Or 1-800-665-8447

FAX: (204) 925-7910
Or 1-800-668-4743

PRODUCTS: Retail display and packaging equipment and suppliers.

WEB SITE: <http://www.wrdisplay.ca>

E-MAIL: info@wrdisplay.ca

NAME: Planned Commercial Interiors

ADDRESS: 4330 Robinson Street
Regina, Saskatchewan S4S 3E3

PHONE: (306) 347-7875

FAX: (306) 347-7762

PRODUCTS: Display fixtures, equipment, and layout.

TRADE SHOWS

NAME: Saskatoon Apparel Market

FREQUENCY: Twice a year - April & October (Trade)

ADDRESS: Prairie Apparel Markets
77 - 85 Garry Street
Winnipeg, Manitoba R3C 4J5

PHONE: (204) 942-2060 **FAX:** (204) 947-0561

PRODUCTS: Clothing

NAME: Ontario Fashion Exhibitors Inc. Fashion Market

FREQUENCY: 2 shows/yr. - March & September (Trade)

ADDRESS: Ontario Fashion Exhibitors Incorporated
160 Tycos Drive, Suite 2219, Box 218
Toronto, Ontario M6B 1W8

PHONE: (416) 596-2401 **FAX:** (416) 596-1808
Or 1-800-765-7508

PRODUCTS: Women's' fashions & accessories and children's' wear.

WEBSITE: www.ontariofashionexhibitors.ca

EMAIL: ofe@on.aibn.com

CHILDREN'S CLOTHING STORE

TRADE ASSOCIATIONS

NAME: CAMA (Children's Apparel Manufacturing Association)
ADDRESS: 6900 boul Decarie, Suite 3110
Montreal, Quebec H3X 2T8
PHONE: (514) 731-7774 **FAX:** (514) 731-7459
COMMENTS: See - The National Apparel Bureau, below.
WEB SITE: www.cama-apparel.org
E-MAIL: cama@cama-apparel.org

NAME: National Apparel Bureau
ADDRESS: 294 Saint Paul Street West, 2nd floor
Montreal, Quebec H2Y 2A3
PHONE: (514) 845-8135 **FAX:** (514) 499-8468
WEBSITE: www.nabq.com
E-MAIL: bureau@nabq.com
COMMENTS: Most suppliers belong to the above two bureau's and look to them for information before passing any orders for credit approval.

Suppliers need to know something about the customer and his business before they can fill an order. Today all companies that sell on credit maintain current files on their customers. No businessperson, including yourself, will take blind chances with their money. Also, many concerned business people like to check out new sources for regular supply and for promotions before using them. It makes sense to be well known and respected.

Even the best credit risks can have problems if no credit information is available.

It is in your best interest to register now!

CHILDREN'S CLOTHING STORE

TRADE ASSOCIATIONS

NAME: Canadian Apparel Federation
ADDRESS: 504 -124 O'Connor Street
Ottawa, Ontario K1P 5M9
PHONE: (613) 231-3220 **FAX:** (613) 231-2305
WEB SITE: <http://www.apparel.ca/>
E-MAIL: info@apparel.ca

NAME: Apparel & Textile Association of Saskatchewan Inc. (ATAS)
ADDRESS: 1102 8th Avenue
Regina, Saskatchewan S4R 1C9
PHONE: (306) 565-0065 **FAX:** (306) 565-1962
E-MAIL: atas@accesscomm.ca

CHILDREN'S CLOTHING STORE

OTHER SOURCES OF INFORMATION

NAME: Starting a Retail Clothing Store (Online Business Info Guide)

CONTACT: Canada - Saskatchewan Business Service Centre

ADDRESS: 345 - 3rd Avenue South
Saskatoon, Saskatchewan S7K 2H6

PHONE: (306) 956-2323
Or 1-800-667-4374

FAX: (306) 956-2328

WEBSITE: http://www.cbsc.org/sask/sbis/search/display.cfm?code=8028&Coll=SK_PROVBIS_E

E-MAIL: saskatchewan@cbsc.ic.gc.ca

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca



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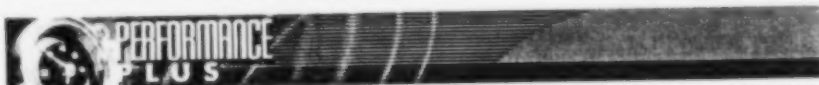
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) 44813

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 44813 - Children's and Infants' Clothing Stores

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	680							
Revenue Range								
Low Value (\$ 000)	30	30	150	30	81	150	307	
High Value (\$ 000)	5000	150	5000	81	150	307	5000	

(percent of total revenue)

Total revenue

100.0 (A) 100.0 100.0 100.0 100.0 100.0 100.0 100.0

Cost of sales (direct expenses)

60.6 (A) 62.4 60.3 53.5 64.6 59.6 60.5 98.8

[Wages and benefits](#)

0.9 (A) 0.3 1.0 0.2 0.2 0.8 1.1 7.9

[Purchases, materials and sub-contracts](#)

58.2 (A) 53.3 59.1 41.3 58.0 57.7 59.4 97.8

[Opening inventory](#)

16.8 (B) 22.7 15.8 32.1 17.2 22.0 14.1 68.5

[Closing inventory](#)

15.3 (B) 13.8 15.6 20.1 10.8 20.8 14.1 64.0

Operating expenses (indirect expenses)

38.1 (A) 38.3 38.0 44.4 36.0 40.0 37.5 100.0

[Labour and commissions](#)

14.8 (A) 9.8 15.7 5.8 11.5 13.9 16.1 85.5

[Amortization and depletion](#)

1.1 (A) 0.7 1.2 0.7 0.8 0.9 1.3 77.7

[Repairs and maintenance](#)

0.6 (A) 0.6 0.6 1.2 0.3 0.6 0.6 71.2

[Utilities and telephone/telecommunication](#)

1.2 (A) 2.0 1.0 3.1 1.5 1.7 0.9 88.4

[Rent](#)

9.7 (A) 13.5 8.8 19.3 11.6 12.0 8.2 87.0

[Interest and bank charges](#)

2.0 (A) 2.1 2.0 2.5 2.0 2.3 1.9 95.9

[Professional and business fees](#)

1.3 (A) 1.0 1.3 1.5 0.7 1.1 1.3 91.2

[Advertising and promotion](#)

1.5 (A) 1.2 1.6 1.2 1.1 1.0 1.7 86.7

[Delivery, shipping and warehouse expenses](#)

0.2 (B) 0.4 0.2 0.3 0.4 0.3 0.2 37.0

[Insurance](#)

0.6 (A) 0.8 0.5 1.1 0.8 0.6 0.5 84.8

[Other expenses](#)

5.1 (A) 6.2 4.9 7.7 5.5 5.4 4.8 96.5

Total expenses

98.7 (A) 100.8 98.3 97.9 100.7 99.6 98.0 100.0

Net profit/loss

(F)

Average number of paid employees

2.7 0.5 5.0 0.2 0.8 1.8 7.8

FINANCIAL RATIOS

Interest coverage ratio

Gross margin (%)

39.4 37.6 39.7 46.5 35.4 40.4 39.5

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

57.2

Total revenue

333.4 (B) 75.7 550.0 51.3 125.2 222.7 866.1

Total expenses

311.9 (B) 65.7 519.6 42.8 111.1 208.4 819.8

Net profit

20.6 (B) 10.2 28.6 8.9 14.1 14.3 42.9

Non-Profitable

Total revenue

245.0 (B) 90.5 454.4 58.1 117.4 202.8 667.6

Total expenses

264.7 (B) 104.7 482.7 67.2 135.8 221.3 701.7

Net loss

-19.9 (A) -14.2 -28.9 -9.0 -18.4 -18.4 -35.0

Updated: 2014-09-29

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PRODUCT SOURCES

NAME: Bobcat

ADDRESS: Highway 1 East
Regina, Saskatchewan S4P 3C6

PHONE: (306) 347-7600 **FAX:** (306) 347-8998

PRODUCTS: Mini track loaders, skid-steer loaders, all-wheel steer loaders, compact hydraulic "mini" excavators, VersaHandler telescopic tool carriers, utility vehicles and attachments

WEBSITE: <http://www.bobcat.com/> (see website for additional dealer locations)

E-MAIL: t.paquin@bobcatofregina.com

NAME: Caterpillar Equipment

PRODUCTS: Machines, engines, parts, power generation, technology, rentals

WEBSITE: <http://www.cat.com/cda/layout?m=8703&x=7> (see website for dealer locations)

NAME: Ditch Witch

ADDRESS: The Charles Machine Works, Inc.
PO Box 66
Perry, OK 73077 USA

PHONE: 800-654-6481 or 580-336-4402

PRODUCTS: Trenchers, vibratory plows, horizontal directional drills and tracking/locating electronics. We offer an entire "systems solution" to your underground construction needs.

WEBSITE: <http://www.ditchwitch.com/dwcom/index.jsp> (see website for dealer locations)

NAME: STIHL Canada

PRODUCTS: Power tools/equipment

WEBSITE: <http://www.stihl.ca/company.asp> (see website for dealer locations)

E-MAIL: info.canada@stihl.ca

PRODUCT SOURCES

NAME: Ingersoll-Rand
ADDRESS: U.S. Executive Offices
200 Chestnut Ridge Road
Woodcliff Lake, NJ 07677
PHONE: (201) 573-0123 **FAX:** (201)573-3172
PRODUCTS: Climate control, industrial solutions, infrastructure and security & safety products.
WEBSITE: <http://www.irco.com/> (see website for dealer locations)

NAME: John Deere
ADDRESS: Deere & Company World Headquarters
One John Deere Place
Moline, Illinois 61265
PHONE: (309) 765-8000
PRODUCTS: Residential, commercial, golf & turf, agricultural, construction and forestry equipment.
WEBSITE: http://www.deere.com/en_US/deerecom/usa_canada.html
(see website for dealer locations)

NAME: Markusson New Holland
ADDRESS: Box 250, 28 Great Plains Rd.
Emerald Park, SK. S4L 1B8
PHONE: 306-781-2828 or 1-800-819-2583
PRODUCTS: Construction equipment
WEBSITE: <http://www.markusson.com/>
E-MAIL: markussonnh@sk.sympatico.ca

FIXTURES & EQUIPMENT SUPPLIERS

NAME: House of Tools Ltd.
ADDRESS: Bay #9, 805 Circle Drive East
Saskatoon, Saskatchewan S7K 3S4
PHONE: (306) 653-5555 **FAX:** (306) 653-2200
Or 1-800-661-3987
PRODUCTS: Power tools, fasteners, compressors, etc.
WEBSITE: www.houseoftools.com
E-MAIL: sktn@houseoftools.com

NAME: Anchor Construction Industrial Products Ltd.
ADDRESS: 2321B Faithful Avenue
Saskatoon, Saskatchewan S7K 1T9
PHONE: (306) 931-8770 **FAX:** (306) 934-3455
Or 1-800-818-8770
PRODUCTS: Power tools, fasteners, compressors, etc.
WEBSITE: www.anchorproducts.ca
E-MAIL: stoonsales@anchorproducts.ca

NAME: Mr. Tool Warehouse Ltd.
ADDRESS: 1305 Park Street
Regina, Saskatchewan S4N 2E8
PHONE: (306) 352-2550 **FAX:** (306) 565-0811
Or 1-866-877-7500
PRODUCTS: Power tools, fasteners, compressors, etc.
WEBSITE: www.mrtool.ca
E-MAIL: mrtool@mrtool.ca

FIXTURES & EQUIPMENT SUPPLIERS

NAME: Redhead Equipment Limited

ADDRESS: 705 Henderson Drive
Regina, Saskatchewan S4N 6A8

PHONE: (306) 721-2666
Or 1-800-667-7710

FAX: (306) 721-2899

Or

ADDRESS: 3210 Idylwyld Drive North
Saskatoon, Saskatchewan S7L 5Y6

PHONE: (306) 931-4600
Or 1-800-895-6225

FAX: (306) 933-1158

PRODUCTS: Contractors Equipment - Earthmoving equipment parts, service and sales.

WEBSITE: www.redheadequipment.ca

CONSTRUCTION

TRADE SHOWS

NAME: Alberta Construction Exposition

FREQUENCY: Annual - November (Trade)

ADDRESS: Uniglobe International Exhibitions Ltd.
28 Queen Alexandra Close SE
Calgary, Alberta T2J 3P8

PHONE: (403) 258-0705 **FAX:** (403) 258-0745

PRODUCTS: Products and services relevant to the construction industry

WEB SITE: www.uniglobe-tradeshows.com

E-MAIL: expos@uniglobe-tradeshows.com

NAME: International Construction & Utility Equipment Exposition

FREQUENCY: Biannual - September (Trade)

ADDRESS: Association of Equipment Manufacturers (AEM)
111 E. Wisconsin Ave. Suite 1000
Milwaukee, WI 53202-4806

PHONE: (414) 272-0943 **FAX:** (414) 272-1170

PRODUCTS: Construction/Utility equipment products & services.

WEB SITE: www.icuee.com

TRADE SHOWS

NAME: National Heavy Construction Show

FREQUENCY: Annual – April (Trade)

ADDRESS: Master Promotions Ltd.
P.O. Box 565
Saint John, New Brunswick E2L 3Z8

PHONE: Saint John (506) 658-0018
Halifax (902) 468-4999
Or 1-888-454-7469

FAX: (506) 658-0750

PRODUCTS: Heavy equipment & products for the construction, public works, aggregates and road building industries.

WEBSITE: www.masterpromotions.ca

E-MAIL: info@masterpromotions.ca

TRADE ASSOCIATIONS

NAME: Saskatchewan Construction Association

ADDRESS: Construction House
1939 Elphinstone Street
Regina, Saskatchewan S4T 3N3

PHONE: (306) 525-0171 **FAX:** (306) 347-8595

WEB SITE: www.scaonline.ca

NAME: Saskatchewan Construction Association Inc.

- Integrated Member Associations
- Moose Jaw Construction Association
- Prince Albert Construction Association
- Regina Construction Association Inc.
- Road Builders and Heavy Construction Association of Saskatchewan
- Saskatoon Construction Association Inc.

COMMENTS: Information on the above can be found in Saskatchewan Construction Association Membership Roster and Buyers' Guide available through the Association.

NAME: Saskatchewan Construction Association Inc.

- Associate Member Associations
- Electrical Contractors Association of Saskatchewan
- General Contractors Association of Saskatchewan
- Lloydminster Construction Association
- Mechanical Contractors Association of Saskatchewan
- Merit Contractors Association Inc.
- Saskatchewan Construction Labour Relations Council Inc.
- Saskatchewan Drywall and Acoustical Association Inc.
- Saskatchewan Insulation Contractors Association
- Saskatchewan Masonry Institute Incorporated

COMMENTS: Information on the above can be found in Saskatchewan Construction Association Membership Roster and Buyers' Guide available through the Association.

TRADE ASSOCIATIONS

NAME: Saskatchewan Home Builders Association Inc.
ADDRESS: 100 - 1801 MacKay Street
Regina, Saskatchewan S4N 6E7
PHONE: (306) 546-5222 **FAX:** (306) 569-9144
WEB SITE: <http://www.saskhomebuilders.ca/index.php>

NAME: Canadian Construction Women
ADDRESS: 3636 East 4th Avenue
Vancouver, British Columbia V5M 1M3
PHONE: (604) 294-3766 **FAX:** (604) 298-9724
WEB SITE: <http://www.constructionwomen.org/>

TRADE JOURNALS

NAME: Canadian Building Digest

FREQUENCY: Bi-annual

ADDRESS: National Research Council Canada
Institute for Research in Construction
1200 Montreal Road
Ottawa, Ontario K1A 0R6

PHONE: (613) 993-2607 **FAX:** (613) 952-7673

WEBSITE: <http://irc.nrc-cnrc.gc.ca/cbd/cbd-e.html>

E-MAIL: Irc.Client-Services@nrc-cnrc.gc.ca

NAME: Heavy Equipment Guide

FREQUENCY: Ten times per year

ADDRESS: Baum Publications Ltd
201 - 2323 Boundary Road
Vancouver, British Columbia V5M 4V8

PHONE: (604) 291-9900 **FAX:** (604) 291-1906

WEB SITE: www.baumpub.com

E-MAIL: webadmin@baumpub.com

NAME: Heavy Construction News

FREQUENCY: Monthly

ADDRESS: Rogers Media, Inc.
One Mount Pleasant Road, 7th floor
Toronto, Ontario M4Y 2Y5

PHONE: (416) 764-1687 **FAX:** (416) 764-1733

WEBSITE: www.bizlink.com

E-MAIL: service@mrpublishing.com

TRADE JOURNALS

NAME: National Building Code of Canada 1995

FREQUENCY: Next edition to be released in June 2005

ADDRESS: Federal Publications Inc.,
165 University Avenue
Toronto, Ontario, Canada M5H 3B8

PHONE: (416) 860-1611 or toll-free 1-888-433-3782

WEBSITE: <http://www.fedpubs.com/subject/housing/natbuilding.htm>

E-MAIL: info@fedpubs.com



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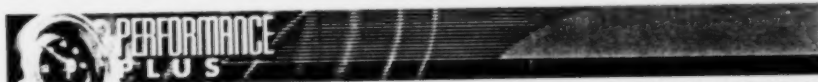
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) 23

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 23 - Construction

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	106600							
Revenue Range								
Low Value (\$ 000)		30	30	113	30	56	113	300
High Value (\$ 000)		5000	113	5000	56	113	300	5000

(percent of total revenue)

	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Total revenue								
Cost of sales (direct expenses)	59.9 (A)	29.4	62.9	25.0	31.8	45.2	66.0	74.6
Wages and benefits	10.8 (A)	3.1	11.6	1.9	3.6	7.7	12.2	34.5
Purchases, materials and sub-contracts	48.5 (A)	26.0	50.7	22.9	27.7	37.0	53.1	73.6
Opening inventory	3.8 (A)	2.8	3.9	2.5	2.9	3.5	4.0	19.3
Closing inventory	3.2 (A)	2.4	3.3	2.3	2.4	3.1	3.4	18.6
Operating expenses (indirect expenses)	34.4 (A)	47.8	33.2	45.5	48.2	45.8	31.0	99.8
Labour and commissions	11.8 (A)	11.8	11.9	8.0	13.3	15.4	11.3	69.8
Amortization and depletion	2.6 (A)	4.7	2.4	5.1	4.5	3.8	2.2	84.3
Repairs and maintenance	1.4 (A)	1.8	1.4	1.7	1.7	1.9	1.3	50.7
Utilities and telephone/telecommunication	1.3 (A)	2.7	1.2	3.0	2.6	2.0	1.0	78.2
Rent	1.4 (A)	1.5	1.4	1.3	1.6	1.6	1.3	56.5
Interest and bank charges	1.7 (A)	2.2	1.7	2.0	2.2	2.2	1.6	91.2
Professional and business fees	2.1 (A)	2.4	2.0	2.1	2.5	2.5	1.9	92.1
Advertising and promotion	0.5 (A)	0.7	0.5	0.7	0.7	0.6	0.5	67.8
Delivery, shipping and warehouse expenses	0.1 (B)	0.1	0.1	0.2	0.1	0.1	0.1	6.3
Insurance	0.8 (A)	1.4	0.8	1.4	1.4	1.3	0.7	71.7
Other expenses	10.6 (A)	18.5	9.8	20.1	17.6	14.5	9.0	98.1
Total expenses	94.3 (A)	77.3	96.1	70.5	80.0	91.0	96.9	100.0
Net profit/loss	5.7 (A)	22.7	3.9	29.5	20.0	9.0	3.1	99.2

Average number of paid employees

1.9 0.2 3.5 0.1 0.3 1.0 6.0

FINANCIAL RATIOS

Interest coverage ratio

4.3 11.5 3.3 15.7 10.1 5.0 2.9

Gross margin (%)

40.1 70.6 37.1 75.0 66.2 54.8 34.0

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

75.2

Total revenue

329.7 (A) 60.2 644.1 41.8 79.3 182.5 1106.5

Total expenses

293.1 (A) 39.9 588.7 24.9 55.3 150.8 1027.4

Net profit

36.5 (A) 20.2 55.2 16.9 24.0 31.5 79.0

Non-Profitable

Total revenue

381.9 (A) 64.9 589.3 42.2 81.9 186.5 972.6

Total expenses

414.5 (A) 76.1 636.0 51.9 94.1 206.3 1044.8

Net loss

-32.5 (A) -11.2 -46.5 -9.7 -12.2 -19.8 -71.0

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Additional Profiles available through Performance Plus:

231 – Prime Contracting:

<http://strategis.ic.gc.ca/sbp/perfplus/profile/reportSetup/save.do?sessionId=0000vAu7bmoWa5dRjnsI8IURfcy.vihhl9hp>

2311 – Land Subdivision and Land Development:

<http://strategis.ic.gc.ca/sbp/perfplus/profile/reportSetup/save.do?sessionId=0000ms5wp862pL9zJZjI4nBMoKg.vihhl9hp>

2312 – Residential Building Construction:

<http://strategis.ic.gc.ca/sbp/perfplus/profile/reportSetup/save.do?sessionId=0000ms5wp862pL9zJZjI4nBMoKg.vihhl9hp>

23122 – Non-Residential Building Construction:

<http://strategis.ic.gc.ca/sbp/perfplus/profile/reportSetup/save.do?sessionId=0000ms5wp862pL9zJZjI4nBMoKg.vihhl9hp>

2313 – Engineering Construction:

<http://strategis.ic.gc.ca/sbp/perfplus/profile/reportSetup/save.do?sessionId=0000ms5wp862pL9zJZjI4nBMoKg.vihhl9hp>

23131 – Highway, Street and Bridge Construction:

<http://strategis.ic.gc.ca/sbp/perfplus/profile/reportSetup/save.do?sessionId=0000zPQoEsJnK2X14Xa3vQ1OPIQ.vihhl9hp>

23132 – Water and Sewer Construction:

<http://strategis.ic.gc.ca/sbp/perfplus/profile/reportSetup/save.do?sessionId=0000zPQoEsJnK2X14Xa3vQ1OPIQ.vihhl9hp>

23133 – Oil and Gas Pipelines and Related Industrial Complexes Construction:

<http://strategis.ic.gc.ca/sbp/perfplus/profile/reportSetup/save.do?sessionId=0000zPQoEsJnK2X14Xa3vQ1OPIQ.vihhl9hp>

23139 – Other Engineering Construction:

<http://strategis.ic.gc.ca/sbp/perfplus/profile/reportSetup/save.do?sessionId=0000zPQoEsJnK2X14Xa3vQ1OPIQ.vihhl9hp>

2314 – Construction Management:

<http://strategis.ic.gc.ca/sbp/perfplus/profile/reportSetup/save.do?sessionId=0000ZLM8Cz060C3kjCPog-flats.vihhl9hp>

232 – Trade Contracting:

<http://strategis.ic.gc.ca/sbp/perfplus/profile/reportSetup/save.do?sessionId=0000nHcn2WAwRD9dkufnRw9oeKU.vihhl9hp>

2321 – Site Preparation Work:

http://strategis.ic.gc.ca/sbp/perfplus/profile/reportSetup/save.do?sessionId=00006FhfZ7EJl3YiH3467x_vaQ.vihhl9hp

2322 – Building Structure Work:

http://strategis.ic.gc.ca/sbp/perfplus/profile/reportSetup/save.do?sessionId=00006FhfZ7EJl3YiH3467x_vaQ.vihhl9hp

2323 – Building Exterior Finishing Work:

http://strategis.ic.gc.ca/sbp/perfplus/profile/reportSetup/save.do?sessionId=00006FhfZ7EJl3YiH3467x_vaQ.vihhl9hp

2324 – Building Interior Finishing Work:

http://strategis.ic.gc.ca/sbp/perfplus/profile/reportSetup/save.do?sessionId=00006FhfZ7EJl3YiH3467x_vaQ.vihhl9hp

2325 – Building Equipment Installation:

http://strategis.ic.gc.ca/sbp/perfplus/profile/reportSetup/save.do?sessionId=00006FhfZ7EJl3YiH3467x_vaQ.vihhl9hp

2329 – Other Special Trade Contracting:

http://strategis.ic.gc.ca/sbp/perfplus/profile/reportSetup/save.do?sessionId=00006FhfZ7EJl3YiH3467x_vaQ.vihhl9hp



CONVENIENCE STORE**PRODUCT SOURCES**

NAME: Federated Co-operatives Limited
ADDRESS: 444 McLeod Street, Box 2002
Regina, Saskatchewan S4N 4Y1
PHONE: (306) 721-7070 **FAX:** (306) 721-0462
PRODUCTS: Dairy, meat, produce and hardware distributor
WEB SITE: <http://www.fcl.ca/>

NAME: Coca-Cola Bottling Company
ADDRESS: 355 Henderson Drive
Regina, Saskatchewan S4N 6B9
PHONE: (306) 721-0500 **FAX:** (306) 721-5133
Or 1-800-268-2272
PRODUCTS: Carbonated beverage bottler & distributor

NAME: Frito-Lay Canada
ADDRESS: 1415A Pettigrew Avenue
Regina, Saskatchewan S4N 5W1
PHONE: (306) 721-6600 **FAX:** (306) 721-7505
Or (888) 838-9522
PRODUCTS: Assorted snack foods: potato chips, etc.

NAME: Pepsi Bottling Group (The)
ADDRESS: 2100 - 1st Avenue
Regina, Saskatchewan S4R 8G6
PHONE: (306) 525-2713 **FAX:** (306) 525-9499
PRODUCTS: Carbonated beverage, water, juice bottler & distributor.

PRODUCT SOURCES

NAME: Tri-Seeds Distributor for Spitz
ADDRESS: 1680 Rousseau Cres. N
Regina, Saskatchewan S4X 4L9
PHONE: (306) 543-1268 (306) 565-3148
PRODUCTS: Spitz sunflower seeds, Trebor/Allan candy, meat snacks, fireworks, etc.

NAME: Hi-Country Canada
ADDRESS: 1015 Park Street
Regina, Saskatchewan S4N 5H4
PHONE: (306) 525-0826 **FAX:** (306) 522-9982
PRODUCTS: Dried meat products (beef jerky)

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Shelving, layout design & racking

NAME: Western Retail Interiors

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (306) 477-2244 **FAX:** (306) 477-0550
Or 1-800-665-0550

PRODUCTS: Manufacturers and distributors of fixtures.

WEB SITE: www.westernretail.com

NAME: Alsort Store Fixtures and Interiors

ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6

PHONE: (306) 352-6700 **FAX:** (306) 352-4100

PRODUCTS: Store planning & consulting, installation and relocation. New and used shelving and refrigeration units.

WEB SITE: www.alsort.com

E-MAIL: alsort@sasktel.net

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Johnston Equipment
ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2
PHONE: (306) 721-2300 **FAX:** (306) 721-2175
Or 1-800-668-5586
PRODUCTS: Layouts, design, installation, metal shelving & racking etc.
WEBSITE: www.gnjohnston.com

NAME: Fairwell Commercial Interiors Ltd.
ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2
PHONE: (306) 586-6854 **FAX:** (306) 586-3631
PRODUCTS: Contractor

NAME: Blazer Store Fixtures Inc.
ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7
PHONE: (306) 244-1212 **FAX:** (306) 244-4412
PRODUCTS: New & used shelving, accessories, slatwalls, counters, etc.
WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>
E-MAIL: blazerstorefixtures@sasktel.net

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Westmount Store Fixtures
ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4
PHONE: (780) 424-8950 **FAX:** (780) 425-8578
Or 1-800-561-1951
PRODUCTS: Shure Sell store fixtures, layouts and design.
WEBSITE: www.westmountstorefixtures.com
E-MAIL: fixtures@westmountstorefixtures.com

NAME: DisplayCo Canada Inc.
ADDRESS: 2365 2nd Avenue
Regina, Saskatchewan S4R 1A5
PHONE: (306) 569-2404 **FAX:** (306) 565-3961
Or 1-888-343-7469
PRODUCTS: Signs, displays (also trade show displays).
WEB SITE: <http://www.displayco.ca/>
E-MAIL: info@displayco.ca

NAME: Mayer's Packaging Ltd.
ADDRESS: 50 Mandalay Drive
Winnipeg, Manitoba R2X 2Z2
PHONE: (204) 774-1651 **FAX:** (204) 783-7760
Or 1-800-801-1651
PRODUCTS: Shelving, racks, boxes, gift-wrap, bows, etc.
WEB SITE: <http://www.mayers.ca>
E-MAIL: winnipeg@mayerspackaging.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: W. R. Display & Packaging
ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7
PHONE: (204) 925-7900 **FAX:** (204) 925-7910
Or 1-800-665-8447 Or 1-800-668-4743
PRODUCTS: Retail display and packaging equipment and suppliers.
WEB SITE: <http://www.wrdisplay.ca>
E-MAIL: info@wrdisplay.ca

NAME: Planned Commercial Interiors
ADDRESS: 4330 Robinson Street
Regina, Saskatchewan S4S 3E3
PHONE: (306) 347-7875 **FAX:** (306) 347-7762
PRODUCTS: Display fixtures, equipment, and layout.

TRADE SHOWS

NAME: Grocery Showcase West

FREQUENCY: Annual - April (Trade)

ADDRESS: Canadian Federation of Independent Grocers (CFG)
902 - 2235 Sheppard Avenue E.
Willowdale, Ontario M2J 5B5

PHONE: (416) 492-2311 **FAX:** (416) 492-2347
Or 1-800-661-2344

PRODUCTS: Food and grocery store equipment and related industry services

WEBSITE: <http://www.cfig.ca/grocerywest/about.asp> **E-MAIL:** info@cfig.ca

NAME: Grocery Innovations Canada

FREQUENCY: Annual - November (Trade) in Toronto

ADDRESS: Canadian Federation of Independent Grocers (CFG)
902 - 2235 Sheppard Avenue E.
Willowdale, Ontario M2J 5B5

PHONE: (416) 492-2311 **FAX:** (416) 492-2347
Or 1-800-661-2344

PRODUCTS: Food and grocery store equipment and related industry services

WEBSITE: <http://www.groceryinnovations.com/> **E-MAIL:** info@cfig.ca

NAME: The Canadian International Food and Beverage Show

FREQUENCY: Annual - February (Trade)

ADDRESS: Canadian Restaurant & Food Services Association
316 Bloor Street West
Toronto, Ontario M5S 1W5

PHONE: (416) 923-8416 **FAX:** (416) 923-1450
Or 1-800-387-5649

PRODUCTS: Variety of food & beverage products for the hospitality industry

WEB SITE: www.crfa.ca

EMAIL: info@crfa.ca

TRADE ASSOCIATIONS

NAME: Canadian Council of Grocery Distributors (CCGD)
ADDRESS: 6455 Jean-Talon East, Suite 402
St-Leonard, Quebec H1S 3E8
PHONE: (514) 982-0267 **FAX:** (514) 982-0659
Or 1-877-229-0922

Or

NAME: CCGD Western Office
ADDRESS: #102 - 6940 Fisher Road, S.E.
Calgary, Alberta T2H 0W3
PHONE: (403) 250-6608 **FAX:** (403) 250-7022
WEB SITE: www.ccgd.ca

NAME: Canadian Federation of Independent Grocers (CFIG)
ADDRESS: 902 - 2235 Sheppard Avenue E.
Willowdale, Ontario M2J 5B5
PHONE: (416) 492-2311 **FAX:** (416) 492-2347
Or 1-800-661-2344
WEB SITE: www.cfig.ca
E-MAIL: info@cfg.ca

NAME: National Convenience Store Distributors Association (NACDA)
ADDRESS: 1695 Laval Blvd., Suite 104
Laval, Quebec H7S 2M2
PHONE: (450) 967-3858 **FAX:** (450) 967-8839
Or 1-888-686-2823
WEB SITE: www.nacda.ca
E-MAIL: nacda@nacda.ca

TRADE ASSOCIATIONS

NAME: Abrawest Food Brokers Ltd.
ADDRESS: 236 - 2002 Quebec Avenue
Saskatoon, Saskatchewan S7K 1W4
PHONE: (306) 652-9212

NAME: Saskatchewan Food Processors Association
ADDRESS: 107 - 105 North Road
Saskatoon, Saskatchewan S7N 4L5
PHONE: (306) 683-2410 **FAX:** (306) 683-2420
WEB SITE: www.sfpa.sk.ca
E-MAIL: info@sfpa.sk.ca

TRADE JOURNALS

NAME: Grocer Today
FREQUENCY: 8 times per year
ADDRESS: Canada Wide Magazines & Communications Limited
4th floor, 4180 Lougheed Hwy.
Burnaby, British Columbia V5C 6A7
PHONE: (604) 299-1023 **FAX:** (604) 299-9188
WEB SITE: www.canadawide.com
E-MAIL: gtsubscriptions@canadawide.com

NAME: Canadian Grocer
FREQUENCY: Monthly
ADDRESS: Rogers Media, Inc.
One Mount Pleasant Road, 7th floor
Toronto, Ontario M4Y 2Y5
PHONE: 1-800-268-9119 **FAX:** (416) 764-1523
WEB SITE: <http://www.bizlink.com/cangrocer.htm>

NAME: Convenience Store News
FREQUENCY: Fifteen issues per year
ADDRESS: VNU Business Media
770 Broadway
New York, New York 10003
PHONE: (646) 654-5000 **FAX:** 1-847-763-9037
Or 1-847-763-9050
WEBSITE: www.vnubusinessmedia.com
E-MAIL: co@halldata.com

TRADE JOURNALS

NAME: Western Grocer
FREQUENCY: Bi-monthly
ADDRESS: Mercury Publications Ltd.
1839 Inkster Blvd.
Winnipeg, Manitoba R2X 1R3
PHONE: (204) 697-0835 **FAX:** (204) 633-7784
WEB SITE: www.mercury.mb.ca
E-MAIL: mp@mercury.mb.ca

NAME: C Store Canada
FREQUENCY: Quarterly
ADDRESS: Mercury Publications Ltd.
1839 Inkster Blvd.
Winnipeg, Manitoba R2X 1R3
PHONE: (204) 697-0835 **FAX:** (204) 633-7784
WEB SITE: www.mercury.mb.ca
E-MAIL: mp@mercury.mb.ca

OTHER SOURCES OF INFORMATION

NAME: Starting a Convenience Store (Online Business Info Guide)

CONTACT: Canada - Saskatchewan Business Service Centre

ADDRESS: 345 - 3rd Avenue South
Saskatoon, Saskatchewan S7K 2H6

PHONE: (306) 956-2323
Or 1-800-667-4374

FAX: (306) 956-2328

WEBSITE: http://www.cbisc.org/sask/sbis/search/display.cfm?Code=8004&coll=SK_PROVBIS_E

E-MAIL: saskatchewan@cbisc.ic.gc.ca

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca



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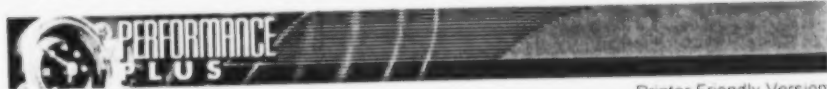
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) 44512

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 44512 - Convenience Stores

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	6060							
Revenue Range:								
Low Value (\$ 000)	30	30	308	30	140	308	634	
High Value (\$ 000)	5000	308	5000	140	308	634	5000	

(percent of total revenue)

	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	80.1 (A)	68.8	82.1	56.0	74.2	78.7	83.5	85.8
Wages and benefits	0.5 (C)	0.3	0.5	0.2	0.4	0.5	0.5	4.5
Purchases, materials and sub-contracts	79.3 (A)	66.9	81.4	53.8	72.5	77.8	82.8	85.6
Opening inventory	5.6 (A)	10.0	4.8	11.2	9.5	6.5	4.1	62.7
Closing inventory	5.2 (A)	8.4	4.6	9.1	8.1	6.2	4.0	56.3
Operating expenses (indirect expenses)	18.3 (A)	29.7	16.3	45.4	23.3	19.8	15.0	100.0
Labour and commissions	7.2 (A)	10.6	6.7	18.2	7.4	6.7	6.7	86.7
Amortization and depletion	1.2 (A)	1.5	1.2	1.8	1.4	1.4	1.1	74.7
Repairs and maintenance	0.7 (A)	0.9	0.7	1.2	0.8	0.8	0.6	86.5
Utilities and telephone/telecommunication	1.4 (A)	2.3	1.3	2.7	2.2	1.8	1.1	88.1
Rent	2.6 (A)	5.6	2.0	7.1	5.0	3.1	1.6	68.1
Interest and bank charges	1.1 (A)	1.3	1.1	1.7	1.2	1.5	1.0	94.2
Professional and business fees	0.5 (A)	1.0	0.4	1.6	0.7	0.5	0.4	91.9
Advertising and promotion	0.2 (A)	0.2	0.2	0.2	0.1	0.2	0.2	61.6
Delivery, shipping and warehouse expenses	0.1 (B)	0.2	0.1	0.4	0.2	0.1	0.1	32.2
Insurance	0.4 (A)	0.7	0.3	1.0	0.6	0.4	0.3	82.0
Other expenses	2.9 (B)	5.5	2.4	9.5	3.9	3.4	2.1	99.3
Total expenses	98.5 (A)	98.5	98.5	101.5	97.5	98.5	98.5	100.0
Net profit/loss	1.5 (B)	1.5	1.5	-1.5	2.5	1.5	1.5	98.8

Average number of paid employees

2.2 0.9 3.5 0.9 1.0 1.9 4.9

FINANCIAL RATIOS

Interest coverage ratio	2.3	2.1	2.4	0.1	3.2	2.0	2.6
Gross margin (%)	19.9	31.2	17.9	44.0	25.8	21.3	16.5

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)	66.3						
Total revenue	535.7 (A)	160.9	839.6	84.2	216.6	443.4	1162.2
Total expenses	517.0 (A)	149.6	814.9	77.5	202.1	426.2	1131.6
Net profit	18.7 (A)	11.3	24.7	6.7	14.5	17.2	30.6

Non-Profitable

Total revenue	367.5 (A)	130.3	746.4	80.5	216.2	4.1	1169.7
Total expenses	382.7 (A)	141.2	768.4	89.1	231.1	454.2	1198.3
Net loss	-15.2 (A)	-10.9	-22.0	-8.6	-14.8	-17.1	-28.0

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FIXTURE & EQUIPMENT SUPPLIERS

NAME: Westland Rec-Creation Concepts Inc.
ADDRESS: P.O. Box 2500
Humboldt, Saskatchewan S0K 2A0
PHONE: (306) 682-5011 **FAX:** (306) 682-5559
PRODUCTS: Playground equipment (industrial).
WEB SITE: <http://collections.ic.gc.ca/machiner/westlan.htm>

NAME: Kidtelligence
ADDRESS: 1400 St. John Street
Regina, Saskatchewan S4R 1S4
PHONE: (306) 757-1395 **FAX:** (306) 352-8128
Or 1-800-387-8222
PRODUCTS: Toys, games, books, puzzles, cassettes, puppets, rhythm instruments, and creative play equipment.

NAME: Knowledge Professionals
ADDRESS: 423 Alberta Avenue
Kerrobert, Saskatchewan S0L 1R0
PHONE: (306) 834-5599

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Shelving, design, layouts & racking.

NAME: Johnston Equipment

ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2

PHONE: (306) 721-2300 **FAX:** (306) 721-2175
Or 1-800-668-5586

PRODUCTS: Layouts, design, installation, metal shelving & racking, etc.

WEBSITE: www.gnjohnston.com

TRADE SHOWS

NAME: Annual Baby Expo

FREQUENCY: Annual - February (Consumer)

ADDRESS: WDYS Event Services Inc.
1421 Nash Road
Courtice, Ontario L1E 2J9

PHONE: (905) 436-0375
Or 1-866-884-8881

FAX: (905) 436-0892

PRODUCTS: Child and family resources, nutrition, developmental information, products and services for parents/caregivers & babies.

WEBSITE: www.wdysevents.com

E-MAIL: events@wdysevents.com

NAME: Moms & Tots Fair

FREQUENCY: Annual - March in Calgary (Consumer)

ADDRESS: PO Box 41
240 - 70 Shawville Blvd., SW
Calgary, Alberta T2Y 2Z0

PHONE: (403) 201-1771

FAX: (403) 254-5716

PRODUCTS: Products, services and educational information for parents or caregivers of children from ages 0-5.

WEBSITE: www.momandtotsfair.ca

E-MAIL: momandtotsfair@shaw.ca

TRADE SHOWS

NAME: Capital Parents and Kids Show

FREQUENCY: Annual - (Consumer) April in Nepean

ADDRESS: Anderson Publishing Inc.
102 Boyce Ave.
Ottawa, Ontario K2B 6J2

PHONE: (613) 721-0811 **FAX:** (613) 721-0944

PRODUCTS: Clothing, food and nutrition, sports and recreation, education, toys, computers and hobbies.

WEBSITE: www.anderpub.com

E-MAIL: admin@anderpub.com

TRADE ASSOCIATIONS

NAME: Saskatchewan Early Childhood Association (SECA)
ADDRESS: 510 Cynthia Street
Saskatoon, Saskatchewan S7L 7K7
PHONE: (306) 975-0875 **FAX:** (306) 242-8007
Or 1-888-658-4408
WEB SITE: www.sasktelwebsite.net/saskcare
E-MAIL: saskcare@sasktel.net

NAME: Canadian Toy Testing Council
ADDRESS: 22 Antares Drive, Suite 102
Nepean, Ontario K2E 7Z6
PHONE: (613) 228-3155 **FAX:** (613) 228-3242
WEB SITE: www.toy-testing.org
E-MAIL: cttc@cyberus.ca

NAME: Manitoba Child Care Association
ADDRESS: 2350 McPhillips St., 2nd floor
Winnipeg, Manitoba R2V 4J6
PHONE: (204) 586-8587 **FAX:** (204) 589-5613
Or 1-888-323-4676
WEB SITE: www.mccahouse.org
E-MAIL: info@mccahouse.org

TRADE JOURNALS

NAME: Childhood Education

FREQUENCY: Annual – 6 issues

ADDRESS: Association for Childhood Education International
17904 Georgia Avenue, Suite 215
Olney, Maryland 20832

PHONE: (301) 570-2111
Or 1-800-423-3563

FAX: (306) 570-2212

WEB SITE: <http://www.udel.edu/bateman/acei/>

E-MAIL: aceihq@aol.com

NAME: Classmate (through membership only)

FREQUENCY: Quarterly

ADDRESS: The Manitoba Teachers' Society
McMaster House, 191 Harcourt Street
Winnipeg, Manitoba R3J 3H2

PHONE: (204) 888-7961
Or 1-800-262-8803 (Manitoba)

FAX: (204) 831-0877

WEB SITE: <http://www.mbteach.org/>

NAME: The Education Digest

ADDRESS: 3970 Varsity Dr.
PO Box 8623
Ann Arbor, Michigan 48107-8623

PHONE: (734) 975-2800
Or 1-800-530-9673

FAX: (734) 975-2787

WEB SITE: www.eddigest.com

TRADE JOURNALS

NAME: Early Childhood Education Journal

ADDRESS: The Alberta Teachers' Association
Barnett House, 11010, 142nd Street NW
Edmonton, Alberta T5N 2R1

PHONE: (780) 447-9400 **FAX:** (780) 455-6481
Or 1-800-232-7208

WEB SITE: www.teachers.ab.ca

E-MAIL: postmast@teachers.ab.ca

OTHER SOURCES OF INFORMATION

NAME: Starting a Child Day Care Centre(Online Business Info Guide)

CONTACT: Canada - Saskatchewan Business Service Centre

ADDRESS: 345 – 3rd Avenue South
Saskatoon, Saskatchewan S7K 2H6

PHONE: (306) 956-2323
Or 1-800-667-4374

FAX: (306) 956-2328

WEBSITE: http://www.cbisc.org/sask/sbis/search/display.cfm?code=8032&Coll=SK_PROVBIS_E

E-MAIL: saskatchewan@cbisc.ic.gc.ca

NAME: Starting an Early Childhood Centre (Online Business Info Guide)

CONTACT: Canada - Saskatchewan Business Service Centre

ADDRESS: 345 – 3rd Avenue South
Saskatoon, Saskatchewan S7K 2H6

PHONE: (306) 956-2323
Or 1-800-667-4374

FAX: (306) 956-2328

WEBSITE: http://www.cbisc.org/sask/sbis/search/display.cfm?code=4604&Coll=FE_FEDSBIS_E

E-MAIL: saskatchewan@cbisc.ic.gc.ca

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca



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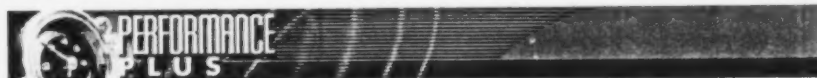
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) 6244

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 6244 - Child Day-Care Services

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	3420							
Revenue Range:								
Low Value (\$ 000)	30	30	47	30	34	47	177	
High Value (\$ 000)	5000	47	5000	34	47	177	5000	

(percent of total revenue)

Total revenue

	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	6.7 (A)	10.6	6.3	11.4	8.7	5.8	6.5	14.5
Wages and benefits	3.0 (A)	0.3	3.4	0.2	0.4	1.6	3.7	6.6
Purchases, materials and sub-contracts	3.7 (B)	10.3	2.9	11.2	8.4	4.2	2.8	13.4
Opening inventory	0.1 (C)	0.3	0.1	0.0	0.5	0.1	0.1	0.7
Closing inventory	0.1 (C)	0.3	0.1	0.0	0.5	0.2	0.1	0.7
Operating expenses (indirect expenses)	86.6 (A)	47.9	91.4	39.7	54.8	77.3	93.4	100.0
Labour and commissions	44.4 (A)	10.3	48.8	6.9	12.3	37.9	50.2	89.7
Amortization and depletion	1.9 (A)	2.6	1.8	2.8	2.8	2.4	1.7	72.7
Repairs and maintenance	2.0 (A)	4.6	1.7	4.5	4.4	2.0	1.7	70.4
Utilities and telephone/telecommunication	1.5 (A)	2.7	1.4	1.8	3.2	2.6	1.2	82.1
Rent	5.2 (A)	2.3	5.6	0.8	3.3	6.8	5.4	73.0
Interest and bank charges	1.4 (A)	1.4	1.4	0.7	1.9	1.8	1.4	84.3
Professional and business fees	3.1 (A)	0.7	3.4	0.7	0.6	1.9	3.7	89.3
Advertising and promotion	0.8 (B)	0.5	0.8	0.5	0.5	1.3	0.7	71.5
Delivery, shipping and warehouse expenses	0.1 (B)	0.1	0.0	0.1	0.1	0.1	0.0	7.6
Insurance	0.7 (A)	0.9	0.7	0.7	1.0	1.0	0.6	80.6
Other expenses	25.5 (A)	21.9	25.7	20.1	24.6	19.5	26.8	99.9
Total expenses	93.4 (A)	58.6	97.7	51.0	63.5	83.1	99.9	100.0
Net profit/loss	6.5 (B)	41.4	2.1	48.9	36.5	16.8	-0.1	99.6

Average number of paid employees

3.2 0.2 6.5 0.1 0.2 1.3 11.2

FINANCIAL RATIOS

Interest coverage ratio	5.5	31.7	2.4	75.6	20.3	10.5	0.9
Gross margin (%)	93.3	89.4	93.7	88.6	91.3	94.2	93.5

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)	81.6						
Total revenue	129.3 (A)	34.7	264.2	30.7	39.3	75.9	496.9
Total expenses	107.7 (A)	18.7	235.6	14.6	23.2	55.1	457.6
Net profit	21.2 (B)	15.9	27.8	16.1	16.1	20.7	37.7

Non-Profitable

Total revenue	323.3 (A)	35.4	387.5	32.1	36.9	99.3	525.3
Total expenses	359.1 (A)	44.7	428.6	44.4	44.8	110.9	581.6
Net loss	-35.8 (A)	-9.2	-41.2	-12.3	-7.8	-11.7	-56.0

Updated: 2004-08-25


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PRODUCT SOURCES

NAME: McKesson Canada

ADDRESS: 1120, E. Pettigrew Avenue, Box 1215
Regina, Saskatchewan S4N 6P4

PHONE: (306) 721-7989 **FAX:** (306) 721-7717

PRODUCTS: Associated Retail Pharmacy (ARP) - buying group

WEB SITE: www.medis.ca

NAME: McNeil Consumer Healthcare

ADDRESS: 890 Woodlawn Road W.
Guelph, Ontario N1K 1A5

PHONE: (519) 836-6500 **FAX:** (519) 826-6200
Or 1-800-567-2855

PRODUCTS: Cosmetics, paper products, pharmaceuticals.

WEB SITE: www.mcneilcanada.com

E-MAIL: yourvoice@mccca.inj.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Full line of fixtures, gondolas etc. - design and layout. Shelving and racking, etc.

NAME: Fairwell Commercial Interiors Ltd.

ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2

PHONE: (306) 586-6854 **FAX:** (306) 586-3631

PRODUCTS: Contractor

NAME: Alsort Store Fixture and Interiors

ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6

PHONE: (306) 352-6700 **FAX:** (306) 352-4100

PRODUCTS: Layout, design, shelving, & equipment

WEB SITE: www.alsort.com

E-MAIL: alsort@sasktel.net

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Western Retail Interiors

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (306) 477-2244
Or 1-800-665-0550 **FAX:** (306) 477-0550

PRODUCTS: Wilson display fixtures, Wilson wall design, layout, and millwork.

WEB SITE: www.westernretail.com

NAME: Johnston Equipment

ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2

PHONE: (306) 721-2300
Or 1-800-668-5586 **FAX:** (306) 721-2175

PRODUCTS: Layouts, design, installation, metal shelving & racking etc.

WEBSITE: www.gnjohnston.com

NAME: Blazer Store Fixtures Inc.

ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7

PHONE: (306) 244-1212 **FAX:** (306) 244-4412

PRODUCTS: New & used shelving, accessories, slatwalls, counters, etc.

WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>

E-MAIL: blazerstorefixtures@sasktel.net

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Westmount Store Fixtures

ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4

PHONE: (780) 424-8950
Or 1-800-561-1951

FAX: (780) 425-8578

PRODUCTS: Shure Sell store fixtures, layouts and design.

WEBSITE: www.westmountstorefixtures.com

E-MAIL: fixtures@westmountstorefixtures.com

NAME: DisplayCo Canada Inc.

ADDRESS: 2365 2nd Avenue
Regina, Saskatchewan S4R 1A5

PHONE: (306) 569-2404
Or 1-888-343-7469

FAX: (306) 565-3961

PRODUCTS: Signs, displays (also trade show displays).

WEB SITE: <http://www.displayco.ca/>

E-MAIL: info@displayco.ca

NAME: Mayer's Packaging Ltd.

ADDRESS: 50 Mandalay Drive
Winnipeg, Manitoba R2X 2Z2

PHONE: (204) 774-1651
Or 1-800-801-1651

FAX: (204) 783-7760

PRODUCTS: Shelving, racks, boxes, gift-wrap, bows, etc.

WEB SITE: <http://www.mayers.ca>

E-MAIL: winnipeg@mayerspackaging.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: W. R. Display & Packaging

ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7

PHONE: (204) 925-7900
Or 1-800-665-8447

FAX: (204) 925-7910
Or 1-800-668-4743

PRODUCTS: Retail display and packaging equipment and suppliers.

WEB SITE: <http://www.wrdisplay.ca>

E-MAIL: info@wrdisplay.ca

NAME: Planned Commercial Interiors

ADDRESS: 4330 Robinson Street
Regina, Saskatchewan S4S 3E3

PHONE: (306) 347-7875

FAX: (306) 347-7762

PRODUCTS: Display fixtures, equipment, and layout.

TRADE SHOWS

NAME: Drug Trading/Buying Show

FREQUENCY: Annual - April in Toronto (Trade)

ADDRESS: Kate's Group Drug Trading
11835 149th Street NW, PO Box 566, Stn Main
Edmonton, Alberta T5L 2K8

PHONE: (780) 454-6464 **FAX:** (780) 454-6246
Or 1-888-523-3784

PRODUCTS: Pharmacy products and contacts.

NAME: Canadian Pharmacists Association Annual Conference

FREQUENCY: Annual - May (Trade)

ADDRESS: Canadian Pharmacist Association
1785 Alta Vista Drive
Ottawa, Ontario K1G 3Y6

PHONE: (613) 523-7877 **FAX:** (613) 523-0445
Or 1-800-917-9489

PRODUCTS: Computer systems & pharmaceutical products and services.

WEB SITE: www.cdnpharm.ca or
http://www.pharmacists.ca/content/About_CPHA/Who_We_Are/Events_Conference/pdf/preliminaryprogram10.pdf

E-MAIL: info@pharmacists.ca

TRADE ASSOCIATIONS

NAME: Saskatchewan College of Pharmacists

ADDRESS: 700 - 4010 Pasqua Street
Regina, Saskatchewan S4S 7B9

PHONE: (306) 584-2292 **FAX:** (306) 584-9695

WEBSITE: www.saskpharmassoc.ca

E-MAIL: info@saskpharm.ca

NAME: Canada's Research Based Pharmaceutical Companies

ADDRESS: 55 Metcalfe Street, Suite 1220
Ottawa, Ontario K1P 6L5

PHONE: (613) 236-0455 **FAX:** (613) 236-6756

WEBSITE: <http://www.canadapharma.org>

E-MAIL: info@canadapharma.org

NAME: Canadian Society for Pharmaceutical Sciences

ADDRESS: CSPS, Administrator
3118 Dentistry/Pharmacy Centre
University of Alberta Campus
Edmonton, Alberta T6G 2N8

PHONE: (780) 492-0950 **FAX:** (780) 492-0951

WEB SITE: www.ualberta.ca/~csp

TRADE JOURNALS

NAME: Canadian Pharmaceutical Journal

FREQUENCY: Monthly (December/January and July/August are combined)

ADDRESS: Canadian Pharmacists Association
1785 Alta Vista Drive
Ottawa, Ontario K1G 3Y6

PHONE: (613) 523-7877
Or 1-800-917-9489

FAX: (613) 523-0445

WEBSITE: www.pharmacists.ca

E-MAIL: info@pharmacists.ca

NAME: Pharmacy Connection

FREQUENCY: Bimonthly

ADDRESS: Ontario College of Pharmacists
483 Huron St
Toronto, Ontario M5R 2R4

PHONE: (416) 962-4861
Or 1-800-220-1921

FAX: (416) 847-8200

WEB SITE: www.ocpinfo.com

NAME: Pharmacy Post

FREQUENCY: Monthly – one year subscription

ADDRESS: Pharmacy Post
Rogers Media, One Mount Pleasant Road, 7th floor
Toronto, Ontario M4Y 2Y5

PHONE: (416) 764-3858

FAX: (416) 764-3937

WEBSITE: www.pharmacyconnects.com

TRADE JOURNALS

NAME: International Pharmaceutical Regulatory Monitor

FREQUENCY: Monthly

ADDRESS: OmniPrint
9700 Philadelphia Court
Lanham, MD 20706-4405

PHONE: (301) 731-7000
Or 1-800-774-6809
Or 1-800-345-2611

FAX: (301) 731-7001
Or (301) 731-5203

WEBSITE: <http://www.chessielists.com/pdf/NLPHARM.pdf>

E-MAIL: info@omniprint.net

OTHER MARKET DATA SOURCES

NAME: Retail Trade

FREQUENCY: Monthly

AUTHOR: Statistics Canada 63-005-XIB

USE: Total retail sales by province & kind of business for chain and independent stores, seasonally adjusted.

ISSN: 1488-0008 (International Standard Serial Number)

ADDRESS: Statistical Reference Centre (National Capital Region)
Rm. 1500, Main Building, Holland Avenue
Ottawa, Ontario K1A 0T6

PHONE: 1-800-263-1136 **FAX:** 1-877-287-4369

WEBSITE: <http://www.statcan.ca:8096/bsolc/english/bsolc?catno=63-005-XIB>

E-MAIL: infostats@statcan.ca

NAME: Retail Chain and Department Stores

FREQUENCY: Annual

MEDIUM: Internet

AUTHOR: Statistics Canada 63-210-XIB

USE: Retail sales of chain & department store organizations by kind of business, by province, by selected localities, by number of stores operated & by annual sales volume, statistics on cost of goods sold & gross margins, physical size and sales per square foot.

ISSN: 1488-0903 (International Standard Serial Number)

ADDRESS: Statistical Reference Centre (National Capital Region)
Rm. 1500, Main Building, Holland Avenue
Ottawa, Ontario K1A 0T6

PHONE: 1-800-263-1136 **FAX:** 1-877-287-4369

WEBSITE: <http://www.statcan.ca:8096/bsolc/english/bsolc?catno=63-210-XIB>

E-MAIL: infostats@statcan.ca

OTHER MARKET DATA SOURCES

NAME: MarketTrack

FREQUENCY: Annual

AUTHOR: ACNielsen Company of Canada
160 McNabb Street
Markham, Ontario L3R 4B8

PHONE: (905) 475-3344 **FAX:** (905) 475-8357

WEBSITE: www.acnielsen.ca

USE: Provides Canadian data on trends related to the Marketing scene

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca



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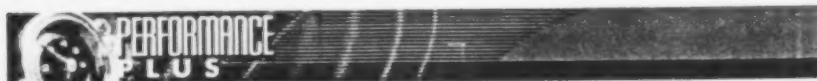
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [44611](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 44611 - Pharmacies and Drug Stores

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	4130							
Revenue Range								
Low Value (\$ 000)	30	30	1279	30	643	1279	2213	
High Value (\$ 000)	5000	1279	5000	643	1279	2213	5000	

(percent of total revenue)

	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	70.5 (A)	69.0	70.8	65.3	70.4	71.2	70.7	92.9
Wages and benefits	0.1 (B)	0.3	0.1	0.4	0.3	0.1	0.1	2.3
Purchases, materials and sub-contracts	70.6 (A)	69.3	70.8	66.6	70.4	71.4	70.6	92.7
Opening inventory	8.8 (A)	9.7	8.7	10.2	9.5	9.2	8.3	57.3
Closing inventory	9.0 (A)	10.3	8.7	11.9	9.8	9.6	8.3	57.4
Operating expenses (indirect expenses)	26.0 (A)	27.4	25.7	34.3	24.8	24.0	26.5	99.5
Labour and commissions	12.9 (A)	13.9	12.8	15.8	13.0	12.7	12.7	90.8
Amortization and depletion	0.8 (A)	1.2	0.7	1.9	0.9	0.8	0.7	84.7
Repairs and maintenance	0.5 (A)	0.5	0.5	0.7	0.5	0.5	0.5	78.1
Utilities and telephone/telecommunication	0.5 (A)	0.7	0.5	1.0	0.6	0.5	0.5	84.3
Rent	2.7 (A)	2.8	2.7	4.0	2.4	2.4	2.8	79.8
Interest and bank charges	0.9 (A)	1.1	0.8	1.5	0.9	0.7	0.8	91.7
Professional and business fees	1.0 (A)	1.2	0.9	1.8	0.9	1.0	0.9	91.2
Advertising and promotion	0.8 (A)	0.8	0.8	0.8	0.8	0.8	0.9	82.3
Delivery, shipping and warehouse expenses	0.3 (A)	0.4	0.3	0.5	0.3	0.3	0.3	52.4
Insurance	0.2 (A)	0.4	0.2	0.5	0.3	0.2	0.2	80.9
Other expenses	5.3 (A)	4.5	5.5	5.6	4.2	4.1	6.3	96.9
Total expenses	96.5 (A)	96.4	96.5	99.6	95.3	95.2	97.2	100.0
Net profit/loss	3.6 (A)	4.2	3.5	2.8	4.7	4.8	2.8	99.9

Average number of paid employees	9.5	4.2	15.0	2.3	6.0	10.2	19.6
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FINANCIAL RATIOS

Interest coverage ratio	5.3	4.8	5.4	2.8	6.0	7.4	4.5
Gross margin (%)	29.5	31.0	29.2	34.7	29.6	28.8	29.3

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)	76.5						
Total revenue	1711.8 (A)	694.6	2499.6	338.2	971.5	1697.1	3300.9
Total expenses	1625.3 (A)	643.2	2386.6	303.7	906.6	1595.8	3175.4
Net profit	86.7 (A)	52.2	112.8	35.9	64.9	101.2	125.4

Non-Profitable

Total revenue	1087.0 (A)	502.2	2449.5	284.7	942.4	1672.9	3215.3
Total expenses	1133.7 (A)	537.8	2522.2	325.8	966.8	1718.7	3314.5
Net loss	-39.6 (A)	-25.4	-72.7	-25.9	-24.5	-45.8	-99.0

Updated: 2004-05-25

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PRODUCT SOURCES

NAME: Bunzel Distribution

ADDRESS: 1420 Park Street
Regina, Saskatchewan S4N 5H4

PHONE: (306) 525-0137
Or 1-800-667-3675

FAX: (306) 359-1885

PRODUCTS: Complete line of dry cleaning and laundry supplies.

WEBSITE: www.bunzldistribution.com

E-MAIL: email@company.com

NAME: Westbrook Manufacturing Ltd.

ADDRESS: 1115 Sanford St.
Winnipeg, Manitoba R3E 3A1

PHONE: (204) 582-6668

FAX: (204) 779-9915

PRODUCTS: Laundry chemicals, powder or liquid systems.

NAME: Arco Laundry Systems Corp.

ADDRESS: 410 Emmeline Rd.
Saskatoon, Saskatchewan S7J 5G9

PHONE: (306) 374-8292
Or 1-800-313-2726

FAX: (306) 477-2434

PRODUCTS: Laundromat layout designs and installation. Coin operated machines.

E-MAIL: arco1@shaw.net

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Arco Laundry Systems Corp.

ADDRESS: 410 Emmeline Rd.
Saskatoon, Saskatchewan S7J 5G9

PHONE: (306) 374-8292 **FAX:** (306) 477-2434
Or 1-800-313-2726

PRODUCTS: Commercial laundry and dry cleaning equipment and supplies.

E-MAIL: arco1@shaw.net

NAME: Economy Maytag Home Appliance Centre

ADDRESS: 1301 Broad Street
Regina, Saskatchewan S4R 7V1

PHONE: (306) 757-0953 **FAX:** (306) 522-1153
Or (306) 522-0000

PRODUCTS: Maytag and Inglis commercial laundry equipment.

WEBSITE: www.maytag.ca

NAME: Stalwart Machinery and Appliance Limited

ADDRESS: 550 Roseberry St.
Winnipeg, Manitoba R3H 0T1

PHONE: (204) 786-4879 **FAX:** (204) 783-8316
Or 1-800-567-2468

PRODUCTS: Laundry equipment, water heaters, ironers, pressers, etc. Wascomat washers and extractors.

TRADE ASSOCIATIONS

NAME: Canadian Laundry and Linen Institute (CLLI)
ADDRESS: P.O. Box 2334 Station A
 London, Ontario N6A 4G3
PHONE: (519) 434-6261 **FAX:** (519) 434-6261
EMAIL: clli@odyssey.on.ca

NAME: International Fabricare Institute
ADDRESS: 12251 Tech. Road
 Silver Spring, Maryland 20904-1976
PHONE: (301) 622-1900 **FAX:** (301) 236-9320
 Or 1-800-638-2627
WEB SITE: www.ifi.org
E-MAIL: techline@ifi.org

TRADE JOURNALS

NAME: Fabricare Canada

FREQUENCY: Bimonthly

ADDRESS: 12251 Tech. Road
Silver Spring, Maryland 20904-1976

PHONE: (301) 622-1900
Or 1-800-638-2627

FAX: (301) 236-9320

WEB SITE: www.ifi.org

E-MAIL: techline@ifi.org

NAME: New Era Magazine

FREQUENCY: Monthly

ADDRESS: 22031 Bushard St
Huntington Beach, CA 92646-8490

PHONE: (714) 962-1351
Or 1-888-565-8236

FAX: (714) 962-1354

WEBSITE: www.coinlaundromat.com

E-MAIL: 4newera@gte.net

NAME: The Journal of the Coin Laundry and Drycleaning Industry

FREQUENCY: Monthly

ADDRESS: The Journal
Coin Laundry Association
1305 Butterfield Road, Suite 212
Downers Grove, Illinois 60515

PHONE: (630) 963-5547
Or 1-877-252-4332

FAX: (630) 963-5864

WEBSITE: www.coinlaundry.org

E-MAIL: info@coinlaundry.org

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca





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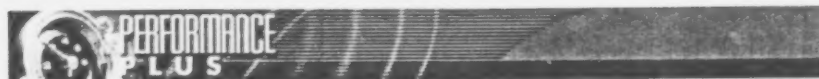
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [8123](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada

NAICS Number: 8123 - Dry Cleaning and Laundry Services

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	3390							
Revenue Range:								
Low Value (\$ 000)	30	30	110	30	61	110	189	
High Value (\$ 000)	5000	110	5000	61	110	189	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	29.9 (A)	16.0	32.6	13.6	17.0	18.6	35.9	55.2
Wages and benefits	9.1 (A)	2.6	10.3	1.6	3.1	5.2	11.6	19.0
Purchases, materials and sub-contracts	20.3 (A)	13.6	21.5	12.1	14.3	13.6	23.4	53.8
Opening inventory	2.5 (A)	0.7	2.8	0.9	0.8	0.7	3.2	19.0
Closing inventory	1.9 (A)	1.0	2.0	0.8	1.1	0.9	2.3	18.5
Operating expenses (indirect expenses)	66.3 (A)	77.6	64.2	80.2	76.1	75.6	61.3	99.4
Labour and commissions	22.0 (A)	15.0	23.3	12.6	16.0	18.5	24.4	75.7
Amortization and depletion	5.1 (A)	6.1	4.9	5.5	6.4	6.9	4.4	81.6
Repairs and maintenance	2.8 (A)	3.5	2.7	3.7	3.4	3.5	2.5	80.1
Utilities and telephone/telecommunication	5.9 (A)	10.3	5.1	11.6	9.7	10.1	3.9	88.5
Rent	8.8 (A)	18.0	7.1	20.3	16.6	12.0	6.0	76.3
Interest and bank charges	2.7 (A)	3.6	2.5	3.9	3.6	3.1	2.4	92.5
Professional and business fees	2.0 (A)	2.4	1.9	2.6	2.3	1.9	1.9	90.9
Advertising and promotion	1.0 (A)	0.9	1.1	1.1	0.7	0.8	1.1	70.7
Delivery, shipping and warehouse expenses	0.5 (A)	0.3	0.5	0.3	0.3	0.3	0.6	11.5
Insurance	1.3 (A)	2.2	1.2	2.2	2.3	2.0	1.0	80.0
Other expenses	14.1 (A)	15.3	13.9	16.4	14.6	16.4	13.3	98.6
Total expenses	96.3 (A)	93.6	96.8	94.0	93.1	94.2	97.2	100.0
Net profit/loss	3.7 (B)	6.4	3.2	6.0	6.8	5.7	2.7	99.1

Average number of paid employees

3.1 0.5 5.7 0.3 0.8 1.6 9.9

FINANCIAL RATIOS

Interest coverage ratio

2.4 2.8 2.2 2.5 2.9 2.8 2.1

Gross margin (%)

70.1 84.0 67.4 86.2 83.0 81.4 64.1

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

65.0

Total revenue

218.6 (A) 64.3 364.1 44.7 80.7 138.3 585.1

Total expenses

196.8 (A) 51.1 334.3 33.8 65.9 119.8 542.9

Net profit

22.1 (A) 13.1 30.4 10.9 14.7 18.5 43.3

Non-Profitable

Total revenue

193.8 (A) 64.2 335.1 45.3 84.0 146.1 539.6

Total expenses

211.9 (A) 75.4 360.5 56.5 95.2 158.2 579.7

Net loss

-19.0 (A) -11.2 -27.2 -11.2 -11.3 -12.1 -43.0

Updated: 2004-03-25

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ELECTRICAL CONTRACTOR**PRODUCT SOURCES****NAME:** Prairie West Technical Services Inc.**ADDRESS:** 811 Rou'ston Bay
Regina, Saskatchewan S4N 7A3**PHONE:** (306) 721-2566 **FAX:** (306) 721-4614

NAME: Wesco Distribution – Canada Inc.**ADDRESS:** 1625 - 8th Avenue
Regina, Saskatchewan S4R 1E6**PHONE:** (306) 525-5841 **FAX:** (306) 347-0706

Or

ADDRESS: 2911 Faithful Avenue
Saskatoon, Saskatchewan S7K 8E8**PHONE:** (306) 242-1296 **FAX:** (306) 934-6561**WEB SITE:** <http://www.wesco.ca/>

NAME: Gescan (A division of Sonepar Canada Inc)**ADDRESS:** 1125 McDonald Street
Regina, Saskatchewan S4N 4X4**PHONE:** (306) 569-0661 **FAX:** (306) 525-5233

Or

ADDRESS: 2630 Millar Ave.
Saskatoon, Saskatchewan S7K 4C8**PHONE:** (306) 931-0077 **FAX:** (306) 931-3422**WEBSITE:** www.gescan.com

PRODUCT SOURCES

NAME: Richardson Lighting
ADDRESS: 2101 - 7th Avenue
Regina, Saskatchewan S4R 1C3
PHONE: (306) 525-8301 **FAX:** (306) 525-0753
PRODUCTS: All lighting fixtures, wiring devices, etc.

NAME: Babco Electric Group Inc.
ADDRESS: Bay 11 - 501 Pakwa Place
Saskatoon, Saskatchewan S7L 6A3
PHONE: (306) 244-5755 **FAX:** (306) 244-2940
Or 1-800-665-5755
PRODUCTS: High/low voltage switch gear, vacuums, control panels, instruments,
programmable controllers, variable speed drivers, correction systems, outdoor
skid power centres, etc.

NAME: Westburne Electric Supply
ADDRESS: 264 1st Avenue East
Regina, Saskatchewan S4N 5H2
PHONE: (306) 721-2500 **FAX:** (306) 721-2299
PRODUCTS: Electrical/Electronic supplies, heating and air conditioning, hand and power tools,
wire/cable, commercial and industrial lighting

ELECTRICAL CONTRACTOR

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Shelving, design, layouts & racking.

NAME: Johnston Equipment

ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2

PHONE: (306) 721-2300 **FAX:** (306) 721-2175
Or 1-800-668-5586

PRODUCTS: Layout design, installation, metal shelving, racking, etc.

WEBSITE: www.gnjohnston.com

TRADE SHOWS

NAME: ExpolectriQ 200X: The Quebec Electrical Show

FREQUENCY: March in 2006 - (Trade)

ADDRESS: Corporation des Maitres Electriciens du Quebec
5925 boul. Decarie
Montreal, Quebec H3W 3C9

PHONE: (514) 738-2184
Or 1-800-361-9061

FAX: (514) 738-2192
Or 1-888-390-2637

PRODUCTS: Electrical products and services.

WEB SITE: <http://www.cmeg.org>

E-MAIL: webmestre@cmeg.org

NAME: EPTECH

FREQUENCY: Refer to website for dates and locations - (Trade)

ADDRESS: LVP Media Inc.
1200 Aerowood Drive, Suite 27
Mississauga, Ontario L4W 2S7

PHONE: (905) 624-8100

FAX: (905) 624-1760

PRODUCTS: Electronic components, semi-conductors, systems, instrumentation, and test equipment

WEB SITE: <http://www.ept.ca>

E-MAIL: eptech@ept.ca

ELECTRICAL CONTRACTOR

TRADE SHOWS

NAME: NEPCON East Electro

FREQUENCY: Annual - May (Trade)

ADDRESS: Reed Exhibitions
383 Main Street
Norwalk, Connecticut 06851

PHONE: (203) 840-5682
Or 1-888-267-3796

PRODUCTS: Design automation tools, test & measurement instruments, active & passive components.

WEBSITE: www.nepcon.com

E-MAIL: inquiry@nepconeast.com

TRADE ASSOCIATIONS

NAME: Electrical Contractors Association of Sask. Inc.
ADDRESS: 1939 Elphinstone Street
Regina, Saskatchewan S4T 3N3
PHONE: (306) 525-0171 **FAX:** (306) 347-8595
WEB SITE: www.scaonline.ca

NAME: Hodel Fred Electric Ltd.
ADDRESS: 123 Ellison Crescent
Regina, Saskatchewan S4R 4V6
PHONE: (306) 543-3011 **FAX:** (306) 545-1907

NAME: Electrical Contractors Association of Alberta
ADDRESS: 11235 - 120 Street
Edmonton, Alberta T5G 2X9
PHONE: (780) 451-2412 **FAX:** (780) 455-9815
Or 1-800-252-9375 Or 1-877-321-2551
WEB SITE: www.ecaa.ab.ca
E-MAIL: ecaa@ecaa.ab.ca

NAME: Canadian Electrical Contractors Association (CECA)
ADDRESS: 170 Attwell Dr., Suite 460
Toronto, Ontario M9W 5Z5
PHONE: (416) 675-3226 **FAX:** (416) 675-7736
WEB SITE: <http://www.ceca.org>
E-MAIL: ceca@ceca.org

ELECTRICAL CONTRACTOR**TRADE JOURNALS****NAME:** Electrical Business**FREQUENCY:** Monthly**ADDRESS:** CLB Media Inc.
240 Edward Street
Aurora, Ontario L4G 3S9**PHONE:** (905) 727-0077 **FAX:** (905) 727-0017**WEBSITE:** www.ebmag.com

NAME: Electricity Today**FREQUENCY:** Ten issues per year**ADDRESS:** The Canadian Electricity Forum
204 - 15 Harwood Ave South
Ajax, Ontario L1S 2B9**PHONE:** (905) 686-1040 **FAX:** (905) 686-1078**WEB SITE:** www.electricityforum.com**E-MAIL:** hq@electricityforum.com

NAME: Canadian Electronics**ADDRESS:** CLB Media Inc.
240 Edward Street
Aurora, Ontario L4G 3S9**PHONE:** (905) 727-0077 **FAX:** (905) 727-0017**WEB SITE:** <http://search.electronicssincanada.com/ce>

OTHER MARKET DATA SOURCES

NAME: The Special Trade Contracting Industry

FREQUENCY: Annual

AUTHOR: Statistics Canada

USE: Analyses the organization, output, labour characteristics, revenue, operating costs and capital expenditures by province or region of 36 contracting trades including wet heating, environment control, tiling, etc.

ADDRESS: Statistical Reference Centre (National Capital Region)
Rm. 1500, Main Building, Holland Avenue
Ottawa, Ontario K1A 0T6

PHONE: 1-800-263-1136 **FAX:** 1-877-287-4369

WEBSITE: www.statscan.ca

E-MAIL: infostats@statcan.ca

NAME: Industrial Monitor Electrical and Electronic Product Industries

FREQUENCY: Monthly

MEDIUM: Internet

AUTHOR: Statistics Canada

USE: A series of statistical table that will provide a powerful tool for industrial analysis, forecasting and strategic planning.

ADDRESS: Statistical Reference Centre (National Capital Region)
Rm. 1500, Main Building, Holland Avenue
Ottawa, Ontario K1A 0T6

PHONE: 1-800-263-1136 **FAX:** 1-877-287-4369

WEBSITE: www.statscan.ca

E-MAIL: infostats@statcan.ca

ELECTRICAL CONTRACTOR

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca





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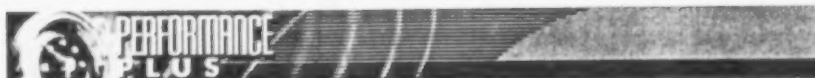
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Report Criteria: 2000 Canada All Businesses % of Total Revenue 23299

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada

NAICS Number: 23299 - All Other Special Trade Contracting

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	1330							
Revenue Range								
Low Value (\$ 000)	30	30	118	30	45	118	315	
High Value (\$ 000)	5000	118	5000	45	118	315	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	58.3 (A)	23.3	61.5	20.1	24.3	40.5	65.1	76.2
Wages and benefits	9.1 (A)	4.1	9.5	0.3	5.7	5.5	10.2	33.4
Purchases, materials and sub-contracts	48.2 (A)	19.4	50.9	21.1	18.4	34.9	53.5	75.8
Opening inventory	5.0 (A)	1.4	5.3	1.8	1.2	1.4	6.0	21.5
Closing inventory	3.9 (A)	1.7	4.2	3.1	1.0	1.3	4.7	21.2
Operating expenses (indirect expenses)	35.2 (A)	50.4	33.9	45.8	52.7	51.3	30.8	99.6
Labour and commissions	12.4 (A)	13.4	12.3	8.1	15.6	16.3	11.3	74.8
Amortization and depletion	2.4 (A)	4.7	2.2	4.1	4.9	3.9	1.9	86.4
Repairs and maintenance	1.4 (A)	2.4	1.3	2.4	2.5	2.3	1.1	56.1
Utilities and telephone/telecommunication	1.6 (A)	3.9	1.4	5.0	3.4	2.8	1.2	80.3
Rent	2.1 (A)	1.8	2.2	1.0	2.2	2.1	2.2	66.5
Interest and bank charges	1.2 (A)	1.2	1.2	0.7	1.5	1.5	1.2	92.9
Professional and business fees	1.9 (A)	2.3	1.8	2.0	2.4	1.6	1.8	93.6
Advertising and promotion	0.9 (A)	0.7	0.9	0.7	0.8	1.0	0.9	74.7
Delivery, shipping and warehouse expenses	0.1 (C)	0.1	0.1	0.0	0.1	0.2	0.1	9.7
Insurance	0.9 (A)	1.8	0.8	1.9	1.7	1.3	0.7	75.1
Other expenses	10.4 (A)	18.0	9.6	19.9	17.6	16.2	8.5	98.6
Total expenses	93.6 (A)	73.7	95.4	66.0	77.0	91.9	95.9	100.0
Net profit/loss	6.4 (B)	26.3	4.6	34.1	23.0	8.2	4.0	99.5

Average number of paid employees

1.8 0.2 3.3 0.1 0.4 1.1 5.5

FINANCIAL RATIOS

Interest coverage ratio

6.3 22.3 4.8 52.6 16.5 6.5 4.4

Gross margin (%)

41.7 76.7 38.5 79.9 75.7 59.5 34.9

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

76.3

Total revenue

354.4 (A) 56.8 677.3 35.0 82.1 190.7 1114.4

Total expenses

317.7 (A) 35.1 624.4 20.1 52.7 163.5 1038.0

Net profit

36.7 (B) 21.8 52.9 14.9 29.5 27.2 76.2

Non-Profitable

Total revenue

350.9 (A) 65.6 582.1 37.9 78.8 197.3 1069.1

Total expenses

372.7 (A) 72.9 615.6 43.9 86.8 209.5 1129.7

Net loss

-21.7 (A) -17.4 -33.4 -5.9 -8.0 -11.9 -60.0

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PRODUCT SOURCES

NAME: Gale's Wholesale Ltd.

ADDRESS: 1602 Elliot Street
Regina, Saskatchewan S4N 6L1

PHONE: (306) 757-8545 **FAX:** (306) 359-7017

PRODUCTS: Tropical and flowering plants, fresh cut flowers and foliage, floral arranging, brass, rattan, giftware, wicker, wedding and funeral supplies, promotional items for every season, boxes, plastic and paper bags.

WEB SITE: www.galeswholesale.com

E-MAIL: sales@galeswholesale.com

NAME: Petals West Inc.

ADDRESS: Unit #1, 975 Sherwin Road
Winnipeg, Manitoba R3H 0T8

PHONE: (204) 786-1801 **FAX:** (204) 775-2616

PRODUCTS: Silk flowers, plants, trees, ceramics, containers, and floral supplies.

NAME: Florists Supply - Norsask Ltd. (wholesale only)

ADDRESS: 1623 Quebec Ave
Saskatoon, Saskatchewan S7K 1V6

PHONE: (306) 244-4457 **FAX:** (306) 244-0010
Or 1-800-667-3985 Or 1-888-604-0010

PRODUCTS: Cut flowers, flowering plants, tropical plants, silk flowers and plants, floral supplies.

WEB SITE: www.floristssupply.com

E-MAIL: enquiries@floristssupply.com

PRODUCT SOURCES

NAME: Pennylane Distributors (Wholesale Only)
ADDRESS: 2007 Alberta Avenue
Saskatoon, Saskatchewan S7K 1S2
PHONE: (306) 382-5505 **FAX:** (306) 382-9641
PRODUCTS: Silk and dried flowers

NAME: J Wilton Distributors Limited (Wholesale Only)
ADDRESS: 4718 76 Ave NW
Edmonton, Alberta T6B 0A5
PHONE: (780) 466-3174 **FAX:** (780) 465-0934
Or 1-800-465-7759
PRODUCTS: Complete floral supplies, cake decorating, craft supplies, etc.

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Westmount Store Fixtures

ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4

PHONE: (780) 424-8950
Or 1-800-561-1951 **FAX:** (780) 425-8578

PRODUCTS: Shure Sell store fixtures, layouts and design.

WEBSITE: www.westmountstorefixtures.com

E-MAIL: fixtures@westmountstorefixtures.com

NAME: Alsort Store Fixtures & Interiors

ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6

PHONE: (306) 352-6700 **FAX:** (306) 352-4100

PRODUCTS: Layout, design - store fixtures, equipment, refrigeration, etc.

WEB SITE: www.alsort.com

E-MAIL: alsort@sasktel.net

NAME: Western Retail Interiors

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (306) 477-2244
Or 1-800-665-0550 **FAX:** (306) 477-0550

PRODUCTS: Layout, design and fixtures.

WEB SITE: <http://www.westernretail.com>

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Refrigerated display cases, walk-in-coolers, new and used equipment and service, checkouts, compressors etc., layout, design and racking.

NAME: Johnston Equipment

ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2

PHONE: (306) 721-2300 **FAX:** (306) 721-2175
Or 1-800-668-5586

PRODUCTS: Layouts, design, installation, metal shelving & racking etc.

WEBSITE: www.gnjohnston.com

NAME: Fairwell Commercial Interiors Ltd.

ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2

PHONE: (306) 586-6854 **FAX:** (306) 586-3631

PRODUCTS: Contractor

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Blazer Store Fixtures Inc.
ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7
PHONE: (306) 244-1212 **FAX:** (306) 244-4412
PRODUCTS: New & used shelving, accessories, slatwalls, counters, etc.
WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>
E-MAIL: blazerstorefixtures@sasktel.net

NAME: DisplayCo Canada Inc.
ADDRESS: 2365 2nd Avenue
Regina, Saskatchewan S4R 1A5
PHONE: (306) 569-2404 **FAX:** (306) 565-3961
Or 1-888-343-7469
PRODUCTS: Signs, displays (also trade show displays).
WEB SITE: <http://www.displayco.ca/>
E-MAIL: info@displayco.ca

NAME: Mayer's Packaging Ltd.
ADDRESS: 50 Mandalay Drive
Winnipeg, Manitoba R2X 2Z2
PHONE: (204) 774-1651 **FAX:** (204) 783-7760
Or 1-800-801-1651
PRODUCTS: Shelving, racks, boxes, gift-wrap, bows, etc.
WEB SITE: <http://www.mayers.ca>
E-MAIL: winnipeg@mayerspackaging.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: W. R. Display & Packaging

ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7

PHONE: Or 1-800-665-8447 (204) 925-7900 **FAX:** (204) 925-7910
Or 1-800-668-4743

PRODUCTS: Retail display and packaging equipment and suppliers.

WEB SITE: <http://www.wrdisplay.ca>

E-MAIL: info@wrdisplay.ca

NAME: Planned Commercial Interiors

ADDRESS: 4330 Robinson Street
Regina, Saskatchewan S4S 3E3

PHONE: (306) 347-7875 **FAX:** (306) 347-7762

PRODUCTS: Display fixtures, equipment, and layout.

TRADE SHOWS

NAME: Gardenscape
FREQUENCY: Annual – April (Trade & Consumer)
ADDRESS: Saskatoon Prairieland Park Corp.
Box 6010
Saskatoon, Saskatchewan S7K 4E4
PHONE: (306) 931-7149
Or 1-888-931-9333
Info Line (306) 668-8000
FAX: (306) 931-7886
PRODUCTS: Products & info necessary to develop & enhance yards, gardens, patios & decks
WEB SITE: <http://www.saskatoonex.com/>
E-MAIL: contactus@saskatoonex.com

NAME: Royal Botanical Gardens (RGB) Ontario Garden Show
FREQUENCY: Annual - April (Consumer)
ADDRESS: Town Media
1074 Cooke Blvd.
Burlington, Ontario L7T 4A8
PHONE: 1-866-414-0454 (ext 306) **FAX:** (905) 634-7661
PRODUCTS: Gazebos, greenhouses, sheds, garden statuary, plants, flowers, bulbs, seeds, gifts and accessories.
WEBSITE: www.ontariogardenshow.com

NAME: AFQ Salon de la fleuristerie du Québec
FREQUENCY: Annual - October (Trade & Consumer)
ADDRESS: Association De La Fleuristerie Quebecois (AFQ)
3555, rue Berri, Suite 817
Montreal, Quebec H2L 4G4
PHONE: (514) 499-9660
PRODUCTS: New products & ideas for flower shop owners.
WEBSITE: www.afq.ca

TRADE SHOWS

NAME: Landscape Ontario Congress

FREQUENCY: Annual - January (Trade)

ADDRESS: Landscape Ontario Horticultural Trades Association
7856 Fifth Line South, RR #4, Station Main
Milton, Ontario L9T 2X8

PHONE: (905) 875-1805 **FAX:** (905) 875-3942
Or 1-800-265-5656

PRODUCTS: All products/services related to the horticultural industry

WEB SITE: <http://www.hort-trades.com>

E-MAIL: lo@horttrades.com

TRADE ASSOCIATIONS

NAME: Flowers Canada / Fleurs Canada Inc.
ADDRESS: 7856 Fifth Line South
Milton, Ontario L9T 2X8
PHONE: (905) 875-0707 **FAX:** (905) 875-3494
Or 1-800-447-5147
WEB SITE: www.flowerscanada.ca
E-MAIL: flowers@flowerscanada.ca

NAME: Saskatchewan Horticulture Association
ADDRESS: Carrot River, Saskatchewan S0E 0L0
PHONE: (306) 768-3583

NAME: Canadian Ornamental Plant Foundation (COPF)
ADDRESS: P.O. Box 21083, RPO Algonquin
North Bay, Ontario P1B 7N8
PHONE: (705) 495-2563 **FAX:** (705) 495-1449
Or 1-800-265-1629
COMMENTS: To encourage new plant development by strengthening relations between
growers and breeders for the benefit of the horticultural industry
WEB SITE: www.copf.org
E-MAIL: info@copf.org

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca



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PERFORMANCE
PLUS

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Report Criteria: 2000 ► Canada ► All Businesses ► % of Total Revenue ► 4531

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 4531 - Florists

Add/Modify User Data

New Profile

Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	1840							
Revenue Range:								
Low Value (\$ 000)	30	30	125	30	72	125	230	
High Value (\$ 000)	5000	125	5000	72	125	230	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	52.9 (A)	51.6	53.2	46.3	54.5	56.8	52.0	96.9
Wages and benefits	2.7 (B)	1.9	2.8	1.2	2.2	2.9	2.8	12.4
Purchases, materials and sub-contracts	50.8 (A)	50.1	50.9	45.5	52.7	56.5	49.1	96.4
Opening inventory	7.9 (B)	19.1	5.4	29.1	13.7	8.0	4.5	55.2
Closing inventory	8.4 (B)	19.6	5.9	29.6	14.1	10.6	4.4	52.8
Operating expenses (indirect expenses)	44.5 (A)	45.1	44.3	41.9	47.3	42.0	45.1	99.9
Labour and commissions	16.9 (A)	8.8	18.7	5.3	10.6	13.0	20.6	85.3
Amortization and depletion	1.8 (A)	2.4	1.7	2.1	2.6	1.7	1.7	83.3
Repairs and maintenance	1.0 (B)	0.9	1.0	0.6	1.1	1.3	0.9	77.9
Utilities and telephone/telecommunication	2.8 (A)	3.9	2.5	3.7	4.1	3.3	2.3	89.1
Rent	6.1 (A)	9.4	5.3	10.5	9.0	5.9	5.1	82.6
Interest and bank charges	2.2 (A)	2.6	2.1	2.2	2.9	3.1	1.8	96.1
Professional and business fees	1.2 (B)	1.6	1.2	2.4	1.2	1.4	1.1	92.9
Advertising and promotion	2.0 (A)	2.0	1.9	2.7	1.8	2.0	1.9	90.1
Delivery, shipping and warehouse expenses	1.5 (B)	1.0	1.6	1.7	0.8	1.9	1.5	51.2
Insurance	0.8 (A)	1.2	0.7	1.1	1.2	0.8	0.6	81.6
Other expenses	8.2 (A)	11.1	7.6	9.6	12.0	7.7	7.5	99.4
Total expenses	97.5 (A)	96.7	97.5	88.2	101.8	98.9	97.1	100.0
Net profit/loss	2.5 (C)	3.3	2.5	11.9	-1.8	1.1	2.9	99.6

Average number of paid employees

2.1 0.4 3.8 0.2 0.7 1.4 6.0

FINANCIAL RATIOS

Interest coverage ratio

2.2 2.3 2.2 6.5 0.4 1.4 2.6

Gross margin (%)

47.1 48.4 46.8 53.7 45.5 43.2 48.0

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

58.8

Total revenue

220.6 (B) 70.3 372.7 52.0 98.6 167.9 509.6

Total expenses

202.1 (B) 59.2 346.8 40.5 86.5 154.2 475.6

Net profit

18.5 (B) 11.1 25.9 11.6 9.7 13.8 33.9

Non-Profitable

Total revenue

190.2 (B) 83.5 296.7 51.4 94.9 167.5 485.2

Total expenses

203.7 (B) 93.8 313.0 63.3 105.2 177.9 510.0

Net loss

-13.5 (A) -10.3 -16.2 -11.9 -10.3 -10.4 -24.0

Updated: 2004-08-26

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FURNITURE/APPLIANCES

PRODUCT SOURCES

NAME: The Ontario Furniture Manufacturers' Association

ADDRESS: 6900 Airport Road, Suite 200, P.O. Box 85
Mississauga, Ontario L4V 1E8

PHONE: (905) 677-6561 **FAX:** (905) 677-5212

PRODUCTS: Furniture – member listing

WEB SITE: www.ofma.ca

EMAIL: info@ofma.ca

NAME: The Quebec Furniture Manufacturers Association

ADDRESS: 1111 Saint-Urbain, Suite 101
Montreal, Quebec H2Z 1Y6

PHONE: (514) 866-3631 or 1-800-363-6681 **FAX:** (514) 871-9900 or 1-888-538-7648

PRODUCTS: Furniture – member listing

WEB SITE: <http://www.qfma.com/en/fabrican/index.html>

NAME: Canadian Appliance Manufacturers Association (CAMA)

ADDRESS: Electro-Federation Canada
5800 Explorer Drive, Unit 200
Mississauga, Ontario L4W 5K0

PHONE: (905) 602-8877 **FAX:** (905) 602-5686

PRODUCTS: Appliances – member listing

WEB SITE: <http://www.electrofed.com/>

EMAIL: info@electrofed.com

FURNITURE/APPLIANCES

PRODUCT SOURCES

NAME: Furniture West Inc.

ADDRESS: 1873 Inkster Blvd.
Winnipeg, Manitoba R2R 2A6

PHONE: (204) 632-5529
Or 1-800-665-7390

FAX: (204) 694-1281

PRODUCTS: Furniture and accessories for the home

WEB SITE: <http://www.furniturewest.ca/>

E-MAIL: info@furniturewest.ca

FURNITURE/APPLIANCES

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Alsort Store Fixtures & Interiors
ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6
PHONE: (306) 352-6700 **FAX:** (306) 352-4100
PRODUCTS: Layout, design shelving, etc.
WEB SITE: www.alsort.com
E-MAIL: alsort@sasktel.net

NAME: Hussman Canada Inc.
ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8
PHONE: (306) 721-2700 **FAX:** (306) 721-4711
Or
ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan
PHONE: (306) 934-4440 **FAX:** (306) 934-7111
PRODUCTS: Shelving, design, layouts & racking.

NAME: Western Retail Interiors
ADDRESS: 208 Jessop Avenue
Saskatoon, Sask. S7N 1Y4
PHONE: (306) 477-2244 **FAX:** (306) 477-0550
Or 1-800-665-0550
PRODUCTS: Manufacturers and distributors of store fixtures.
WEB SITE: <http://www.westernretail.com>

TRADE SHOWS

NAME: The Canadian Home Furnishings Market

FREQUENCY: Annual - January in Toronto (Trade)

ADDRESS: The Quebec Furniture Manufacturers Association
1111 Saint Urbain Street, Suite 101
Montreal, Quebec H2Z 1Y6

PHONE: (514) 866-3631 **FAX:** (514) 871-9900

PRODUCTS: Household furniture lamps & decorative accessories.

WEB SITE: <http://www.tchfm.com/>

E-MAIL: info@afmq.com

NAME: The Toronto Summer Furniture Show

FREQUENCY: Annual - August

ADDRESS: The Ontario Furniture Manufacturers' Association
69 Airport Road, Suite 200, P.O. 85
Mississauga, Ontario L4V 1E8

PHONE: (905) 677-6561 **FAX:** (905) 677-5212

PRODUCTS: Furniture

WEB SITE: <http://www.ofma.ca/i-tsfs.html>

E-MAIL: info@ofmq.com

FURNITURE/APPLIANCES

TRADE SHOWS

NAME: Calgary Home and Interior Design Show

FREQUENCY: Annual - September (Consumer)

PRODUCTS: Renovations, kitchens, bathrooms, home furnishings, interior design

ADDRESS: dmj World Media
#605 999 - 8th Street S.W.
Calgary, Alberta T2R 1J5

PHONE: (403) 209-3555
Or 1-888-799-2545

FAX: (403) 244-5517

WEB SITE: <http://www.calgaryhomeshow.com/>

NAME: International Contemporary Furniture Fair

FREQUENCY: Annual - May (Trade)

ADDRESS: George Little Management, LLC
Ten Bank Street
White Plains, New York 10606-1954

PHONE: (914) 421-3200
Or 1-800-272-7469

FAX: (914) 948-6180

PRODUCTS: Contemporary furniture, lighting, floor coverings, wallcoverings, textiles and decorative accessories.

WEB SITE: www.ICFF.com

TRADE SHOWS

NAME: Vancouver Home and Interior Design Show

FREQUENCY: Annual - October (Consumer)

ADDRESS: dmg World Media
Suite 402, 4601 Canada Way
Burnaby, British Columbia V5G 4X7

PHONE: (604) 433-5121
Or 1-800-633-8332

FAX: (604) 433-4807
Or (604) 434-6853

PRODUCTS: Interior lifestyles, furnishings, home improvements & renovations, energy efficient (power smart) products in addition to all other things related to the home & family.

WEBSITE: <http://www.vancouverhomeandinteriordesignshow.com/>

NAME: Antiques Canada

FREQUENCY: Annual - March (Consumer)

ADDRESS: Gadsden Promotions Limited
PO Box 490
Shelburne, Ontario L0N 1S0

PHONE: 1-800-667-0619

FAX: (519) 925-6498

PRODUCTS: Antique furniture, jewellery, decorative arts, and fine arts

WEB SITE: <http://www.antiqueshowscanada.com/toronto.htm>

E-MAIL: gadsden@antiqueshowscanada.com

FURNITURE/APPLIANCES

TRADE SHOWS

NAME: Market Showcase

FREQUENCY: Annual - June (Trade)

ADDRESS: Furniture West Inc.
1873 Inkster Blvd.
Winnipeg, Manitoba R2R 2A6

PHONE: (204) 632-5529
Or 1-800-665-7390

FAX: (204) 694-1281

PRODUCTS: Furniture and accessories for the home

WEB SITE: <http://www.furniturewest.ca/showcase.html>

E-MAIL: info@furniturewest.ca

TRADE ASSOCIATIONS

NAME: Interior Designers of Canada (IDC)
ADDRESS: #414, 260 King Street East
Toronto, Ontario M5A 1K3
PHONE: (416) 594-9310 **FAX:** (416) 594-9313
WEB SITE: <http://www.interiordesigncanada.org/>
E-MAIL: info@interiordesigncanada.org

NAME: Interior Designers Association of Saskatchewan
ADDRESS: 105 Langley St
Regina, Saskatchewan S4S 3V7
PHONE: (306) 543-6000
WEB SITE: www.idasask.com

NAME: Canadian Furniture Manufacturers Associations listing
WEB SITE: <http://strategis.ic.gc.ca/epic/internet/infurniture-meuble.nsf/en/rf03560e.html>

FURNITURE/APPLIANCES**TRADE JOURNALS**

NAME: Furniture World Magazine

ADDRESS: Furniture World
1333A North Avenue
New Rochelle, New York 10804

PHONE: (914) 235-3095 **FAX:** (914) 235-3278
Or 1-800-784-8488

WEBSITE: <http://www.furninfo.com/homepagefw.html>

NAME: Info-Link

FREQUENCY: Quarterly

ADDRESS: Info-Link Canada
270 - 3044 Bloor Street West
Toronto, Ontario M8X 2Y8

PHONE: (416) 604-7552 **FAX:** (416) 604-2545

WEBSITE: www.infolinkcanada.com

NAME: Award Magazine

FREQUENCY: Bimonthly

ADDRESS: Canada Wide Magazines & Communications Ltd
4180 Loughheed Hwy, 4th Floor
Burnaby, BC V5C 6A7

PHONE: (604) 299-7311 **FAX:** (604) 299-9188

WEBSITE: <http://www.canadawide.com/award.php?id=1>

E-MAIL: cwm@canadawide.com

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca

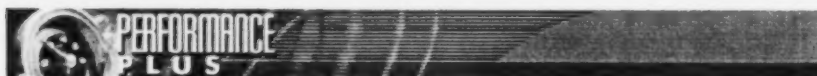
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Report Criteria: 2000 Canada All Businesses % of Total Revenue 4421

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 4421 - Furniture Stores[Add/Modify User Data](#)[New Profile](#)

Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	2560							
Revenue Range:								
Low Value (\$ 000)	30	30	451	30	153	451	1125	
High Value (\$ 000)	5000	451	5000	153	451	1125	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	65.1 (A)	62.4	65.4	53.8	64.6	65.4	65.5	95.6
Wages and benefits	0.9 (B)	1.1	0.9	0.7	1.2	2.0	0.5	8.2
Purchases, materials and sub-contracts	63.9 (A)	59.3	64.5	49.8	61.7	62.6	65.2	95.4
Opening inventory	14.6 (A)	16.5	14.3	17.1	16.5	16.0	13.8	61.9
Closing inventory	14.4 (A)	14.5	14.3	13.8	14.9	15.2	14.0	57.9
Operating expenses (indirect expenses)	33.2 (A)	39.1	32.4	49.9	36.3	33.2	32.1	99.9
Labour and commissions	13.5 (A)	11.2	13.9	9.4	11.7	12.4	14.3	85.3
Amortization and depletion	1.1 (A)	1.8	1.0	3.3	1.4	1.2	1.0	82.9
Repairs and maintenance	0.8 (A)	1.3	0.8	1.6	1.2	0.8	0.8	75.8
Utilities and telephone/telecommunication	1.3 (A)	2.4	1.2	3.6	2.1	1.3	1.1	89.7
Rent	4.2 (A)	6.3	3.9	9.8	5.4	5.1	3.5	76.8
Interest and bank charges	1.8 (A)	2.7	1.7	3.5	2.5	1.9	1.6	96.1
Professional and business fees	1.1 (A)	1.7	1.0	1.7	1.6	1.2	1.0	91.2
Advertising and promotion	3.1 (A)	2.8	3.1	2.6	2.8	2.7	3.3	87.8
Delivery, shipping and warehouse expenses	0.6 (A)	0.8	0.6	0.8	0.8	0.6	0.6	45.1
Insurance	0.5 (A)	1.0	0.5	1.5	0.8	0.6	0.4	83.2
Other expenses	5.1 (A)	7.2	4.8	12.0	5.9	5.6	4.5	99.3
Total expenses	98.3 (A)	101.4	97.9	103.7	100.9	98.6	97.6	100.0
Net profit/loss	1.7 (A)	-1.5	2.1	-3.8	-0.9	1.3	2.4	100.0

Average number of paid employees

4.5 0.9 8.2 0.3 1.5 4.1 12.0

FINANCIAL RATIOSInterest coverage ratio

1.9 0.5 2.2 -0.1 0.7 1.7 2.5

Gross margin (%)

34.9 37.6 34.8 46.2 35.4 34.6 34.5

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

ProfitablePercent of businesses (%)

61.5

Total revenue

1006.8 (A) 218.1 1535.5 83.5 320.2 751.8 2151.4

Total expenses

957.6 (A) 190.4 1465.9 72.4 295.8 715.0 2055.9

Net profit

49.0 (A) 18.6 69.3 11.0 24.4 36.6 95.0

Non-ProfitableTotal revenue

521.7 (A) 166.0 1210.5 77.6 261.5 707.4 2030.3

Total expenses

563.8 (A) 189.6 1288.4 91.1 318.1 753.3 2160.3

Net loss

-42.2 (A) -23.7 -78.0 -13.5 -36.7 -45.9 -130.0

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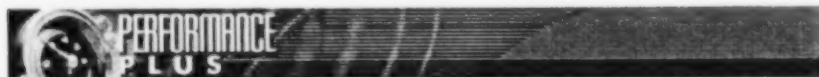
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Report Criteria: 2000 Canada All Businesses % of Total Revenue 4422

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 4422 - Home Furnishings Stores

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	3790							
Revenue Range:								
Low Value (\$ 000)	30	30	211	30	81	211	533	
High Value (\$ 000)	5000	211	5000	81	211	533	5000	

(percent of total revenue)

	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	63.9 (A)	55.5	64.9	47.7	59.4	58.8	66.5	96.2
Wages and benefits	2.9 (A)	1.3	3.1	0.6	1.5	2.4	3.2	18.0
Purchases, materials and sub-contracts	61.4 (A)	53.7	62.4	49.1	56.7	56.7	63.8	95.5
Opening inventory	10.0 (A)	16.0	9.2	15.4	16.3	9.8	9.1	55.5
Closing inventory	10.4 (A)	15.5	9.7	17.4	15.1	10.1	9.6	53.8
Operating expenses (indirect expenses)	33.0 (A)	39.0	32.3	42.6	36.9	39.0	30.6	100.0
Labour and commissions	13.6 (A)	10.9	13.9	8.4	11.2	14.8	13.7	84.0
Amortization and depletion	1.1 (A)	2.1	1.0	3.4	1.6	1.3	0.9	87.3
Repairs and maintenance	0.6 (A)	0.8	0.5	1.0	0.7	0.6	0.5	67.5
Utilities and telephone/telecommunication	1.2 (A)	2.4	1.1	3.3	2.1	1.6	0.9	87.0
Rent	4.6 (A)	6.0	4.4	6.9	5.8	6.5	3.9	80.8
Interest and bank charges	1.6 (A)	2.4	1.5	2.1	2.4	2.0	1.4	95.0
Professional and business fees	1.2 (A)	1.5	1.1	1.4	1.4	1.2	1.1	92.0
Advertising and promotion	2.1 (A)	2.0	2.1	1.4	2.2	1.9	2.1	85.7
Delivery, shipping and warehouse expenses	0.3 (B)	0.6	0.3	0.6	0.5	0.5	0.3	35.5
Insurance	0.5 (A)	1.0	0.4	1.2	0.9	0.6	0.4	76.9
Other expenses	6.3 (A)	9.4	5.9	12.8	8.0	8.2	5.3	99.4
Total expenses	97.0 (A)	94.5	97.3	90.2	96.3	97.8	97.1	100.0
Net profit/loss	3.0 (B)	5.5	2.7	10.0	3.6	2.2	2.9	99.6

Average number of paid employees

2.9	0.5	5.3	0.2	0.7	2.2	8.5
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FINANCIAL RATIOS

Interest coverage ratio	2.9	3.3	2.8	5.7	2.5	2.1	3.1
Gross margin (%)	36.1	44.5	35.1	52.3	40.6	41.2	33.5

PROFITABLE vs NON-PROFITABLE BUSINESSES**(thousands of dollars)****Profitable**

Percent of businesses (%)	66.5						
Total revenue	506.9 (A)	96.8	905.8	50.4	141.4	335.3	1374.6
Total expenses	477.4 (A)	83.3	860.8	37.4	127.4	312.6	1311.3
Net profit	29.4 (A)	13.4	44.8	13.1	13.9	22.6	63.0

Non-Profitable

Total revenue	350.0 (A)	93.6	621.1	51.1	147.2	324.2	1058.0
Total expenses	367.4 (A)	103.4	646.1	60.8	158.2	341.7	1094.3
Net loss	-17.2 (A)	-9.6	-25.0	-9.4	-10.9	-17.3	-36.0

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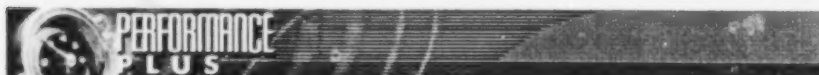
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [4431](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 4431 - Electronics and Appliance Stores

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	6740							
Revenue Range:								
Low Value (\$ 000)	30	30	213	30	80	213	609	
High Value (\$ 000)	5000	213	5000	80	213	609	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	66.3 (A)	52.6	67.7	48.3	54.3	60.9	69.3	90.7
Wages and benefits	1.7 (A)	1.1	1.7	0.7	1.3	2.0	1.6	10.9
Purchases, materials and sub-contracts	65.0 (A)	51.8	66.3	51.1	52.1	59.8	67.9	90.4
Opening inventory	7.0 (A)	8.1	6.9	7.3	8.4	7.8	6.7	48.8
Closing inventory	7.4 (A)	8.4	7.3	10.8	7.4	8.7	7.0	49.3
Operating expenses (indirect expenses)	31.3 (A)	42.7	30.2	46.8	40.9	36.7	28.7	99.9
Labour and commissions	14.0 (A)	13.6	14.1	12.9	13.8	14.4	14.0	83.4
Amortization and depletion	1.4 (A)	2.9	1.2	3.1	2.8	1.8	1.1	82.5
Repairs and maintenance	0.5 (A)	0.9	0.4	1.0	0.9	0.6	0.4	63.9
Utilities and telephone/telecommunication	1.2 (A)	2.7	1.1	3.3	2.4	1.8	0.9	87.7
Rent	2.9 (A)	4.2	2.7	3.6	4.4	4.6	2.3	78.0
Interest and bank charges	1.2 (A)	1.8	1.2	1.5	2.0	1.6	1.1	93.7
Professional and business fees	1.3 (A)	1.7	1.2	1.8	1.6	1.3	1.2	91.0
Advertising and promotion	1.6 (A)	1.6	1.6	1.9	1.6	2.0	1.5	83.7
Delivery, shipping and warehouse expenses	0.4 (A)	0.4	0.4	0.4	0.4	0.4	0.4	37.9
Insurance	0.4 (A)	0.9	0.4	1.0	0.9	0.5	0.3	73.5
Other expenses	6.5 (A)	12.0	5.9	16.5	10.2	7.7	5.5	98.6
Total expenses	97.7 (A)	95.3	97.9	95.1	95.2	97.6	98.0	100.0
Net profit/loss	2.4 (B)	4.7	2.1	5.0	4.8	2.4	2.1	99.8

Average number of paid employees

2.1 0.4 3.8 0.2 0.5 1.5 6.1

FINANCIAL RATIOSInterest coverage ratio

2.9 3.6 2.8 4.3 3.4 2.4 2.9

Gross margin (%)

33.7 47.4 32.3 51.7 45.7 39.1 30.7

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

ProfitablePercent of businesses (%)

64.3

Total revenue

580.2 (A) 96.0 1054.7 52.9 133.2 365.5 1624.5

Total expenses

544.0 (A) 79.4 999.3 39.6 113.8 328.3 1554.1

Net profit

36.3 (B) 16.6 55.6 13.4 19.4 37.2 70.9

Non-ProfitableTotal revenue

421.4 (A) 89.9 767.6 49.1 140.2 366.6 1334.1

Total expenses

452.3 (A) 106.5 813.3 62.9 160.4 398.9 1398.7

Net loss

-30.8 (A) -16.6 -45.6 -13.7 -20.2 -32.4 -64.0

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PRODUCT SOURCES

NAME: Gales Wholesale Limited
ADDRESS: 1600 Elliott Street
Regina, Saskatchewan S4N 6L1
PHONE: (306) 757-8545 **FAX:** (306) 359-7017
PRODUCTS: Jewellery, brass, gifts, wicker, crystal, glassware
WEB SITE: www.galeswholesale.com
E-MAIL: sales@galeswholesale.com

NAME: Ceilidh Surprise
ADDRESS: 1359 Broad St.
Regina, Saskatchewan S4P 7V1
PHONE: (306) 352-4377 **FAX:** (306) 352-4461
Or 1-877-352-4377
PRODUCTS: Gift wholesale supplies.
WEB SITE: <http://www.ceilidhsurprise.com/>
E-MAIL: info@ceilidhsurprise.com

NAME: Stram Imports
ADDRESS: 1441 Albert Street
Regina, Saskatchewan S4R 2R8
PHONE: (306) 359-1917 **FAX:** (306) 359-1949
PRODUCTS: Gift wares and wholesale manufacturers.

NAME: Variety Sales Inc.
ADDRESS: 5026 Wascana Vista
Regina, Saskatchewan S4V 2S2
PHONE: (306) 586-8852
PRODUCTS: Toys, gifts, flags, fireworks, novelties, souvenirs.

PRODUCT SOURCES

NAME: Procrest Apparel & Promotions
ADDRESS: Box 138, 2100 Dewdney Avenue
Regina, Saskatchewan S4R 1H2
PHONE: (306) 525-1311 **FAX:** (306) 565-3741
Or 1-800-478-1311
PRODUCTS: Variety of gift supplies and novelties.
WEBSITE: www.procrest.com
E-MAIL: sales@procrest.com

NAME: Saskatchewan Manufacturers Guide
ADDRESS: Saskatchewan Industry and Resources
4th Floor, 2103 11th Avenue
Regina, Saskatchewan S4P 3V7
PHONE: (306) 787-4707 **FAX:** (306) 787-3989
MATERIAL: A complete list of Saskatchewan Manufacturers
WEB SITE: www.ir.gov.sk.ca

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Alsort Store Fixtures & Interiors

ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6

PHONE: (306) 352-6700 **FAX:** (306) 352-4100

PRODUCTS: Store fixtures, layout & design.

WEB SITE: www.alsort.com

E-MAIL: alsort@sasktel.net

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Shelving, layout design & racking.

NAME: Western Retail Interiors

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (306) 477-2244 **FAX:** (306) 477-0550
Or 1-800-665-0550

PRODUCTS: Store fixtures & layout manufacturers and distributors.

WEB SITE: <http://www.westernretail.com>

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Johnston Equipment

ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2

PHONE: (306) 721-2300
Or 1-800-668-5586 **FAX:** (306) 721-2175

PRODUCTS: Layouts, design, installation, metal shelving & racking etc.

WEBSITE: www.gjohnston.com

NAME: Fairwell Commercial Interiors Ltd.

ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2

PHONE: (306) 586-6854 **FAX:** (306) 586-3631

PRODUCTS: Contractor

NAME: Blazer Store Fixtures Inc.

ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7

PHONE: (306) 244-1212 **FAX:** (306) 244-4412

PRODUCTS: New & used shelving, accessories, slatwalls, counters, etc.

WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>

E-MAIL: blazerstorefixtures@sasktel.net

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Westmount Store Fixtures
ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4
PHONE: (780) 424-8950 **FAX:** (780) 425-8578
Or 1-800-561-1951
PRODUCTS: Shure Sell store fixtures, layouts and design.
WEBSITE: www.westmountstorefixtures.com
E-MAIL: fixtures@westmountstorefixtures.com

NAME: DisplayCo Canada Inc.
ADDRESS: 2365 2nd Avenue
Regina, Saskatchewan S4R 1A5
PHONE: (306) 569-2404 **FAX:** (306) 565-3961
Or 1-888-343-7469
PRODUCTS: Signs, displays (also trade show displays).
WEB SITE: <http://www.displayco.ca/>
E-MAIL: info@displayco.ca

NAME: Mayer's Packaging Ltd.
ADDRESS: 50 Mandalay Drive
Winnipeg, Manitoba R2X 2Z2
PHONE: (204) 774-1651 **FAX:** (204) 783-7760
Or 1-800-801-1651
PRODUCTS: Shelving, racks, boxes, gift-wrap, bows, etc.
WEB SITE: <http://www.mayers.ca>
E-MAIL: winnipeg@mayerspackaging.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: W. R. Display & Packaging

ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7

PHONE: (204) 925-7900
Or 1-800-665-8447

FAX: (204) 925-7910
Or 1-800-668-4743

PRODUCTS: Retail display and packaging equipment and suppliers.

WEB SITE: <http://www.wrdisplay.ca>

E-MAIL: info@wrdisplay.ca

NAME: Planned Commercial Interiors

ADDRESS: 4330 Robinson Street
Regina, Saskatchewan S4S 3E3

PHONE: (306) 347-7875

FAX: (306) 347-7762

PRODUCTS: Display fixtures, equipment, and layout.

TRADE SHOWS

NAME: Gift Shows Toronto

FREQUENCY: Two shows per year - spring & fall

ADDRESS: dmj World Media
180 Duncan Mill Road, Suite 400
Toronto, Ontario M3B 1Z6

PHONE: (416) 385-1880
Or 1-888-823-7469

FAX: (416) 385-1851

PRODUCTS: Giftware, stationary, kitchenware, luggage & leather goods, pottery, china & glass, handicraft products, games, jewellery, silver & brassware, bath accessories & toys. Features: Gift Shop of New Ideas, daily fashion accessories show.

WEB SITE: www.torontogiftmarket.com/inside.html

NAME: Alberta Gift Show

FREQUENCY: August (Trade) in Edmonton

ADDRESS: George Little Management, LLC
on behalf of dmj World Media Inc.
180 Duncan Mill Road, Suite 400
Toronto, Ontario M3B 1Z6

PHONE: (416) 385-1880
Or 1-888-823-7469

FAX: (416) 385-1851

PRODUCTS: Giftwares, housewares, jewellery, leathergoods, toys, games, decorative accessories, retailers' seminars sponsored by the Federal Business Development, Exposition of New Ideas.

WEBSITE: www.albertagiftshow.com

TRADE SHOWS

NAME: CGTA Gift Show

FREQUENCY: August in Toronto

ADDRESS: Canadian Gift & Tableware Association (CGTA)
42 Voyager Court South
Toronto, Ontario M9W 5M7

PHONE: (416) 679-0170
Or 1-800-611-6100

FAX: (416) 679-0175

PRODUCTS: Dinnerware, glassware, decorative accessories, stationary/greeting cards, bed, bath & linens, gift basket, gourmet food, collectibles, pictures, Christmas decor, floral art, wedding products, etc.

WEBSITE: www.cgta.org

E-MAIL: info@cgta.org

NAME: Vancouver Gift Show

FREQUENCY: September in Vancouver

ADDRESS: dmg World Media
180 Duncan Mill Road, Suite 400
Toronto, Ontario M3B 1Z6

PHONE: (416) 385-1880
Or 1-888-823-7469

FAX: (416) 385-1851

PRODUCTS: Giftware, housewares, jewellery, leathersgoods, toys & games, stationary, decorative accessories & seminars.

WEBSITE: www.vancouvergiftshow.com

TRADE SHOWS

NAME: International Gift Fair

FREQUENCY: see website for show specifics

ADDRESS: George Little Management, LLC
10 Bank Street
White Plains, New York 10606-1954

PHONE: (914) 421-3200 **FAX:** (914) 948-6180

PRODUCTS: General giftware, tabletop, housewares, decorative & personal accessories, museum gifts, contemporary design products, traditional & contemporary crafts, juvenile products and floral products.

WEBSITE: <http://www.glmshows.com/review/final/shows.html>

TRADE ASSOCIATIONS

NAME: Canadian Gift & Tableware Association (CGTA)
ADDRESS: 42 Voyager Court South
Toronto, Ontario M9W 5M7
PHONE: (416) 679-0170
Or 1-800-611-6100 **FAX:** (416) 679-0175
WEBSITE: www.cgta.org
E-MAIL: info@cgta.org

NAME: Gift Packaging & Greeting Card Association of Canada (CPGCA)
ADDRESS: 1407 Military Trail
Toronto, Ontario M1C 1A7
PHONE: (416) 281-8147 **FAX:** (416) 286-4868

NAME: Retail Council of Canada (RCC)
ADDRESS: 1255 Bay Street, Suite 800
Toronto, Ontario M5R 2A9
PHONE: (416) 922-6678
Or 1-888-373-8245 **FAX:** (416) 922-8011
Or 1-877-790-4271
WEB SITE: <http://www.retailcouncil.org>

TRADE JOURNALS

NAME: Giftware News Magazine

FREQUENCY: Monthly

ADDRESS: Talcott Communications Corp.
20 West Kinzie, 12th floor
Chicago, Illinois 60610

PHONE: (312) 849-2220 **FAX:** (312) 849-2174
Or 1-800-229-1967 (ext 29 or 10) Or 1-800-444-9745

WEB SITE: www.giftwarenews.com

E-MAIL: talcothpub@talcoth.com

NAME: Gift & Tablewares

ADDRESS: Business Information Group
1450 Don Mills Road
Don Mills, Ontario M3B 2X7

PHONE: (416) 442-2122 **FAX:** (416) 442-2122
Or 1-800-668-2374

WEBSITE: <http://www.businessinformationgroup.ca/retail/g&t.asp>

OTHER MARKET DATA SOURCES

NAME: Retail Chain & Department Stores

FREQUENCY: Annual

AUTHOR: Statistics Canada - 63-210-XIB

MATERIAL: Lists retail sales by type of business and location

ISSN: 1488-0903 (International Standard Serial Number)

ADDRESS: Statistical Reference Centre (National Capital Region)
Rm. 1500, Main Building, Holland Avenue
Ottawa, Ontario K1A 0T6

PHONE: 1-800-263-1136 **FAX:** 1-877-287-4369

WEBSITE: <http://www.statcan.ca:8096/bsolc/english/bsolc?catno=63-210-X>

E-MAIL: infostats@statcan.ca

NAME: Gift Shop/Boutique [information on establishing a gift shop/boutique]

AUTHOR: American Association of Entrepreneurs (AAE)

ADDRESS: 655 15th Street NW, Suite 460 / F St. Lobby
Washington, DC 20005

PHONE: (202) 659-2979 **FAX:** (202) 822-0061

WEBSITE: <http://www.albertine.com/entrepreneurial.htm>

NAME: New Wave/Punk Boutique

AUTHOR: American Association of Entrepreneurs (AAE)

ADDRESS: 655 15th Street NW, Suite 460 / F St. Lobby
Washington, DC 20005

PHONE: (202) 659-2979 **FAX:** (202) 822-0061

WEBSITE: <http://www.albertine.com/entrepreneurial.htm>

OTHER MARKET DATA SOURCES

NAME: Retail Chains and Department Stores Annual

ADDRESS: Statistics Canada 63C0014

MATERIAL: Contains total annual retail sales for retail chains by business, province, # stores operated, and annual sales volume.

ADDRESS: Statistical Reference Centre (National Capital Region)
Rm. 1500, Main Building, Holland Avenue
Ottawa, Ontario K1A 0T6

PHONE: 1-800-263-1136 **FAX:** 1-877-287-4369

WEBSITE: <http://www.statcan.ca/english/IPS/Data/63-210-XIB.htm>

E-MAIL: infostats@statcan.ca

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca



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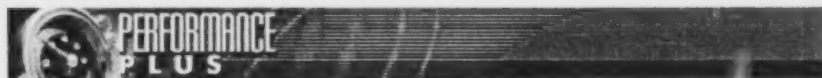
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) 45322

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 45322 - Gift, Novelty and Souvenir Stores

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	3310							
Revenue Range:								
Low Value (\$ 000)	30	30	134	30	68	134	291	
High Value (\$ 000)	5000	134	5000	68	134	291	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	56.5 (A)	57.0	56.4	54.1	58.7	57.2	56.3	92.7
Wages and benefits	0.8 (A)	0.5	0.8	0.7	0.4	0.7	0.8	6.4
Purchases, materials and sub-contracts	56.4 (A)	59.6	55.7	56.7	61.3	56.7	55.6	91.6
Opening inventory	16.0 (A)	22.2	14.8	26.5	20.5	21.2	13.2	59.0
Closing inventory	16.6 (A)	25.5	15.0	29.7	23.5	21.4	13.4	57.5
Operating expenses (indirect expenses)	40.2 (A)	40.6	40.5	44.3	37.9	41.5	39.9	99.6
Labour and commissions	14.2 (A)	9.2	15.1	9.1	9.1	12.6	15.6	83.2
Amortization and depletion	1.7 (B)	1.9	1.6	2.4	1.7	2.0	1.5	84.3
Repairs and maintenance	0.8 (B)	1.2	0.7	1.6	0.9	0.8	0.7	66.2
Utilities and telephone/telecommunication	1.3 (A)	2.5	1.1	2.6	2.4	1.7	1.0	85.7
Rent	8.2 (A)	8.0	8.2	8.8	7.5	9.8	7.8	83.8
Interest and bank charges	2.1 (A)	3.3	1.9	3.2	3.1	2.7	1.7	94.0
Professional and business fees	1.2 (A)	1.5	1.1	1.7	1.3	1.2	1.1	89.2
Advertising and promotion	1.6 (B)	1.7	1.5	1.9	1.6	1.9	1.5	78.6
Delivery, shipping and warehouse expenses	0.7 (B)	0.6	0.7	0.6	0.7	0.6	0.7	37.3
Insurance	0.6 (A)	1.2	0.5	1.2	1.1	0.7	0.4	78.1
Other expenses	8.1 (A)	9.5	7.9	11.3	8.5	7.6	8.0	99.2
Total expenses	96.8 (A)	97.5	96.8	98.4	96.6	98.7	96.2	100.0
Net profit/loss	3.1 (B)	2.0	3.2	0.8	3.1	1.3	3.8	99.8

Average number of paid employees

2.1 0.4 3.8 0.2 0.5 1.3 6.1

FINANCIAL RATIOS

Interest coverage ratio

2.5 1.6 2.7 1.3 2.0 1.5 3.2

Gross margin (%)

43.5 43.0 43.6 45.9 41.3 42.8 43.7

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

66.1

Total revenue

294.1 (A) 79.7 508.0 48.6 103.7 193.7 773.5

Total expenses

270.9 (A) 69.2 472.6 39.5 92.1 176.6 722.0

Net profit

23.0 (B) 10.0 35.4 8.6 11.1 17.1 51.4

Non-Profitable

Total revenue

217.0 (A) 67.8 369.7 44.7 97.0 193.5 608.3

Total expenses

237.1 (A) 82.4 396.0 58.7 111.3 214.7 641.2

Net loss

-20.1 (A) -14.6 -26.3 -14.0 -14.3 -21.2 -33.0

Updated: 2004-08-26

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PRODUCT SOURCES

NAME: Gales Wholesale Limited

ADDRESS: 1600 Elliott Street
Regina, Saskatchewan S4N 6L1

PHONE: (306) 757-8545 **FAX:** (306) 359-7017

PRODUCTS: Bedding plants, greenhouse supplies, redi-mix earth & metro-mix growing mediums and fertilizers.

WEB SITE: www.galeswholesale.com

E-MAIL: sales@galeswholesale.com

NAME: Natures Nutrition

ADDRESS: 1819 Portage Avenue
Winnipeg, Manitoba R3J 0G4

PHONE: (204) 889-2979

NAME: Central Botanical Growers

ADDRESS: BOX 114, RR #3, Strn Main
Saskatoon, Saskatchewan S7K 3J6

PHONE: (306) 384-0038 **FAX:** (306) 382-8129

PRODUCTS: Wholesale grower only, tropical & bedding plants.

PRODUCT SOURCES

NAME: Pike Lake Greenhouses
ADDRESS: Box 72, R.R. 3
Pike Lake, Saskatchewan S7K 3J6
PHONE: (306) 668-4706 **FAX:** (306) 668-4706
PRODUCTS: Retail, wholesale indoor tropical & flowering plants. Supplies & delivery. Open year round.

NAME: Lakeview Gardens
ADDRESS: 3320 Pasqua St
Regina, Saskatchewan S4S 7G8
PHONE: (306) 522-5520
PRODUCTS: Bedding plants, redi-mix earth & metro-mix growing mediums and fertilizers.
WEB SITE: www.lakeviewgardens.com
E-MAIL: grow@lakeviewgardens.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Garden Retreat
ADDRESS: 205 - 60th Avenue SW
Calgary, Alberta T2H 0B1
PHONE: (403) 255-7097 **FAX:** (403) 255-8249
PRODUCTS: Solar vent openers, fans, heaters, polycarbonate for building, professional advice from greenhouse builders

NAME: Clearlite Glass Limited
ADDRESS: 370 Longman Crescent
Regina, Saskatchewan S4N 6L1
PHONE: (306) 359-0039 **FAX:** (306) 359-0845
PRODUCTS: Builders of residential and commercial solariums.

NAME: Gales Wholesale Limited
ADDRESS: 1600 Elliott Street
Regina, Saskatchewan S4N 6L1
PHONE: (306) 757-8545 **FAX:** (306) 359-7017
PRODUCTS: Greenhouse supplies and bedding plants. Redi-mix earth and metro mix.
WEB SITE: www.galeswholesale.com
E-MAIL: sales@galeswholesale.com

NAME: First Quality Industries Limited
ADDRESS: Box 17, Site 6, R.R. 7
Calgary, Alberta T2P 2G7
PHONE: (403) 936-3678 **FAX:** (403) 936-3680
PRODUCTS: Greenhouse manufacturers and equipment suppliers
WEBSITE: www.fqi-greenhouse.com
E-MAIL: info@fqi-greenhouse.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: HJS Wholesale Limited
ADDRESS: R.R. 5, 330 Transport Road
Box 2, Group 582 R2C 2Z2
Winnipeg, Manitoba
PHONE: (204) 668-8360 **FAX:** (204) 667-1775
PRODUCTS: Complete line of supplies for commercial growers. (Ask for catalogue)

NAME: Greenhouse Watergarden Supplies
ADDRESS: 903 - 20th Street West
Saskatoon, Saskatchewan S7M 0Y5
PHONE: (306) 244-8808 **FAX:** (306) 664-2664
Or 1-888-244-8808
PRODUCTS: Hydroponics systems, garden/irrigation supplies, fertilizer & lighting supplies,
hobby & commercial greenhouses, structures & plastics

NAME: Greenleaf Products Inc. (Wholesale)
ADDRESS: 200 Devos Road
Winnipeg, Manitoba R3T 5Y1
PHONE: (204) 275-5747 **FAX:** (204) 275-5749
PRODUCTS: Fertilizer, growing mixes, soil conditioners
WEBSITE: www.greenleafproducts.com
E-MAIL: support@greenleafproducts.com

NAME: Professional Gardener Co. Ltd.
ADDRESS: 915 - 23rd Avenue SE
Calgary, Alberta T2G 1P1
PHONE: (403) 263-4200 **FAX:** (403) 237-0029
PRODUCTS: Greenhouses, coverings, containers, compost growing mediums, chemicals, and
tune-up fertilizer.

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Progressive Growth Garden Supply & Hydroponics

ADDRESS: #111 - 1790 Island Highway
Victoria, British Columbia V9B 1H5

PHONE: (250) 391-9519 **FAX:** (250) 391-9518
Or 1-800-405-4769 (free catalogue)

PRODUCTS: Hydroponic systems, hort. Lighting, enviro. Control, greenhouses & greenhouse equipment, ozone generation, organic nutrients, CO2 systems, PH meters & controllers, expert advice, water fountain/ponds, pumps/equipment, micro irrigation, plant hormones & yield enhancers.

WEBSITE: www.progressive-growth.com

E-MAIL: info@progressive-growth.com

NAME: Solar Greenhouse and Hydroponics Supply

ADDRESS: 4752 Imperial Street
Burnaby, British Columbia V5J 1C2

PHONE: (604) 438-7244 **FAX:** (604) 436-1540
Or 1-800-663-0389

PRODUCTS: Halide compatible H.P. sodium bulbs

NAME: Cary's Limited

ADDRESS: 1555 Inkster Blvd.
Winnipeg, Manitoba RX2 1R2

PHONE: (204) 632-4481 **FAX:** (204) 632-8772

PRODUCTS: Greenhouse structures and equipment, fertilizers, planting mixes, greenhouse and nursery containers

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Waterboy Supply Centre (1990) Limited

ADDRESS: 1316 Hamilton Street
Regina, Saskatchewan S4R 2B5

PHONE: (306) 757-6242 **FAX:** (306) 347-7992
Or 1-800-949-4769

PRODUCTS: Garden & horticultural supplies, pots, pumps, nutrients, seeds, metal halide lights.

WEBSITE: www.waterboy.com

E-MAIL: wboy@accesscomm.ca

NAME: Mr. Fertilizer Halide & Hydroponics Supply

ADDRESS: 9 Burnside Road West
Victoria, British Columbia V9A 1B2

PHONE: (250) 381-4644

PRODUCTS: Ozone generation, auto feeding systems, flood & drain tables, solar tracking devices, CO2 gas & trackers, halide/sodium lamps, used equipment bought & sold, bulk liquid PH, fertilizer, free soil & nutrient salinity test, halide system repairs.

NAME: Kleen Gro Hydroponics

ADDRESS: 224 Osborne Street
Winnipeg, Manitoba R3L 1Z3

PHONE: (204) 475-7096 **FAX:** (204) 453-3879

WEBSITE: <http://www.kleengro.com>

E-MAIL: info@kleengro.com

TRADE SHOWS

NAME: Landscape Ontario Annual Congress

FREQUENCY: Annual – Winter (January)

ADDRESS: Landscape Ontario Horticultural Trades Association
7856 Fifth Line S., R.R. #4
Milton, Ontario L9T 2X8

PHONE: (905) 875-1805
Or 1-800-265-5656

FAX: (905) 875-3942

PRODUCTS: Grounds maintenance equipment, fertilizer, landscape products, chemicals, nursery stock, and garden centre merchandise.

WEBSITE: www.horttrades.com **E-MAIL:** lo@horttrades.com

NAME: Can West Horticultural Show

FREQUENCY: Annual – Fall (September)

ADDRESS: British Columbia Landscape & Nursery Association
5830 - 176A Street, Suite 101
Surrey, British Columbia V3S 4H5

PHONE: (604) 574-7772

FAX: (604) 574-7773

PRODUCTS: Horticultural supplies and equipment.

WEBSITE: <http://www.canadanursery.com/canwest/2004/canwest.htm>

NAME: Gardenscape

FREQUENCY: Annual - April

ADDRESS: Saskatoon Prairieland Park Corp.
Box 6010
Saskatoon, SK S7K 4E4

PHONE: (306) 931-7149
Or 1-888-931-9333
Info Line (306) 668-8000

FAX: (306) 931-7886

PRODUCTS: Horticultural supplies and equipment.

WEBSITE: www.saskatoonex.com **E-MAIL:** contactus@saskatoonex.com

TRADE ASSOCIATIONS

NAME: Saskatchewan Nursery Landscape Association (SNLA)

ADDRESS: Landscape Alberta Nursery Trades Association (LANTA)
10215 - 176 Street
Edmonton, Alberta T5S 1M1

PHONE: (780) 489-1991
Or 1-800-378-3198

FAX: (780) 444-2152

WEBSITE: <http://www.landscape-alberta.com/flash.html>

E-MAIL: info@landscape-alberta.com

NAME: Canadian Nursery Trades Association (CNTA)

ADDRESS: 7856 Fifth Line South, RR #4, Station Main
Milton, Ontario L9T 2X8

PHONE: (905) 875-1399
Or 1-888-446-3499

FAX: (905) 875-1840
Or 1-866-833-8603

WEB SITE: www.canadanursery.com

E-MAIL: cnla@canadanursery.com

TRADE JOURNALS

NAME: Canadian Florist Greenhouse & Nursery
FREQUENCY: Monthly
ADDRESS: Horticulture Publications Ltd.
1 - 3265 South Millway
Mississauga, Ontario L5L 2R3
PHONE: (905) 820-3885 **FAX:** (905) 820-3497

NAME: Greenhouse Management & Production
FREQUENCY: Monthly
ADDRESS: Branch-Smith Publishing
PO Box 1868
Fort Worth, Texas 76101
PHONE: (817) 882-4120 **FAX:** (817) 882-4121
Or 1-800-433-5612
WEB SITE: www.greenbeam.com

NAME: Greenhouse Business
FREQUENCY: Monthly
ADDRESS: Perkins Communications, LLC
115 N. Northwest Highway
Palatine, Illinois 60067
PHONE: (847) 963-9530 **FAX:** (847) 963-9531
WEB SITE: www.greenhousebiz.com
E-MAIL: ghbiz4@sbcglobal.net

TRADE JOURNALS

NAME: Green Profit Magazine

FREQUENCY: Monthly

ADDRESS: Ball Publishing
335 N. River Street
Post Office Box 9
Batavia, Illinois 60510-0009

PHONE: (630) 208-9080 **FAX:** (630) 208-9350

WEB SITE: www.greenprofit.com

E-MAIL: info@ballpublishing.com

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca

ACTS/REGULATIONS

REFERENCE: The Environmental Assessment & Review Process

ADDRESS: Saskatchewan Environment, Environmental Assessment Branch
Room 142, 3211 Albert Street
Regina, Saskatchewan S4S 5W6

PHONE: (306) 787-6132

WEBSITE: <http://www.se.gov.sk.ca/>
<http://www.se.gov.sk.ca/environment/assessment/reviewprocess.htm>

E-MAIL: envassess@serm.gov.sk.ca



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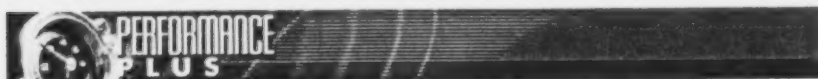
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) 1114

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada

NAICS Number 1114 - Greenhouse, Nursery and Floriculture Production

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	1570							
Revenue Range:								
Low Value (\$ 000)	30	30	391	30	114	391	976	
High Value (\$ 000)	5000	391	5000	114	391	976	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	27.8 (A)	26.8	27.9	26.2	26.8	28.5	27.8	53.3
Wages and benefits	4.4 (A)	3.1	4.5	3.4	3.0	3.6	4.8	16.3
Purchases, materials and sub-contracts	23.8 (A)	23.7	23.7	22.7	23.8	25.1	23.4	52.8
Opening inventory	4.1 (A)	5.6	4.0	7.9	4.9	4.4	3.9	24.9
Closing inventory	4.4 (A)	5.6	4.3	7.8	4.9	4.6	4.2	25.6
Operating expenses (indirect expenses)	68.5 (A)	72.6	68.0	70.2	73.5	68.0	67.9	99.9
Labour and commissions	21.0 (A)	22.0	20.9	14.0	23.9	22.3	20.5	85.9
Amortization and depletion	6.1 (A)	6.8	6.0	7.4	6.8	6.1	6.0	90.8
Repairs and maintenance	3.0 (A)	3.7	2.9	5.6	3.5	3.5	2.7	87.7
Utilities and telephone/telecommunication	6.1 (A)	6.6	6.1	7.0	6.4	6.4	6.0	91.2
Rent	1.7 (A)	2.8	1.6	2.5	2.8	1.9	1.5	57.2
Interest and bank charges	3.7 (A)	4.8	3.6	4.8	4.8	3.6	3.6	96.3
Professional and business fees	1.2 (A)	1.9	1.1	2.5	1.7	1.4	1.0	94.9
Advertising and promotion	0.8 (A)	1.0	0.8	1.2	1.0	0.9	0.7	72.9
Delivery, shipping and warehouse expenses	0.3 (A)	0.5	0.3	0.7	0.5	0.3	0.3	28.0
Insurance	1.0 (A)	1.6	1.0	2.1	1.5	1.2	0.9	86.8
Other expenses	23.5 (A)	21.0	23.8	22.4	20.6	20.2	24.8	99.6
Total expenses	96.3 (A)	99.5	96.0	96.3	100.3	96.5	95.8	100.0
Net profit/loss	3.7 (A)	0.5	4.1	3.9	-0.4	3.3	4.3	99.2

Average number of paid employees

6.0 1.3 10.7 0.4 2.1 5.2 16.2

FINANCIAL RATIOS

Interest coverage ratio

2.0 1.1 2.1 1.8 0.9 1.9 2.2

Gross margin (%)

72.2 73.2 72.1 73.8 73.2 71.5 72.2

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

64.2

Total revenue

851.1 (A) 157.6 1392.2 60.2 246.7 630.2 2067.7

Total expenses

778.8 (A) 136.2 1280.3 42.2 222.2 568.8 1910.9

Net profit

73.1 (A) 21.3 113.4 18.2 24.1 59.9 161.0

Non-Profitable

Total revenue

551.7 (A) 145.0 1191.9 65.8 224.1 606.9 1988.8

Total expenses

604.5 (A) 171.3 1286.9 81.9 260.2 668.7 2128.9

Net loss

-53.5 (A) -26.2 -97.1 -16.0 -36.1 -61.8 -145.0

Updated: 2004-06-30

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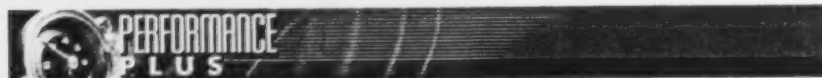
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [44422](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number 44422 - Nursery and Garden Centres

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	690							
Revenue Range:								
Low Value (\$ 000)	30	30	309	30	86	309	786	
High Value (\$ 000)	5000	309	5000	86	309	786	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	63.6 (A)	52.7	64.8	59.1	51.0	59.6	66.3	94.0
Wages and benefits	3.6 (B)	7.4	3.3	9.1	6.9	4.5	2.9	18.5
Purchases, materials and sub-contracts	60.9 (A)	46.9	62.3	54.8	44.8	55.5	64.4	93.7
Opening inventory	8.0 (A)	10.0	7.8	17.4	8.2	7.6	7.9	46.9
Closing inventory	8.9 (A)	11.6	8.6	22.2	8.9	7.9	8.9	47.6
Operating expenses (indirect expenses)	33.7 (A)	45.1	32.6	51.8	43.1	38.1	30.9	100.0
Labour and commissions	14.1 (A)	13.5	14.2	5.8	15.7	14.6	14.0	85.8
Amortization and depletion	2.1 (A)	3.0	2.0	4.6	2.6	2.4	1.9	89.6
Repairs and maintenance	1.5 (A)	2.4	1.4	2.6	2.4	1.7	1.2	82.9
Utilities and telephone/telecommunication	1.5 (A)	3.3	1.4	4.7	3.0	1.7	1.2	89.6
Rent	2.3 (A)	4.8	2.0	4.8	4.7	3.2	1.7	70.2
Interest and bank charges	1.9 (A)	3.0	1.8	4.1	2.6	2.2	1.7	97.7
Professional and business fees	1.0 (A)	1.8	1.0	3.4	1.4	1.1	0.9	92.3
Advertising and promotion	1.8 (A)	2.3	1.8	4.0	1.8	1.5	1.9	90.1
Delivery, shipping and warehouse expenses	0.3 (A)	0.3	0.3	0.9	0.1	0.4	0.2	38.0
Insurance	0.7 (A)	1.4	0.6	1.6	1.3	1.0	0.5	82.0
Other expenses	6.4 (A)	9.3	6.2	15.2	7.6	8.3	5.5	99.4
Total expenses	97.4 (A)	97.8	97.3	110.9	94.2	97.8	97.2	100.0
Net profit/loss	2.6 (C)	1.9	2.7	-11.0	5.5	2.3	2.8	99.7

Average number of paid employees

5.6 1.2 9.9 0.4 1.9 4.8 15.0

FINANCIAL RATIOSInterest coverage ratio

2.4 1.6 2.5 -1.7 3.1 2.0 2.6

Gross margin (%)

36.4 47.3 35.2 40.9 49.0 40.4 33.7

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

61.2

Total revenue

754.1 (A) 142.0 1183.2 51.0 170.5 513.5 1732.3

Total expenses

706.6 (A) 119.8 1117.9 42.8 144.0 472.4 1647.6

Net profit

47.2 (B) 21.6 65.3 8.2 25.6 41.1 84.7

Non-ProfitableTotal revenue

442.6 (A) 101.1 1026.1 48.9 190.9 511.7 1922.5

Total expenses

474.4 (A) 118.7 1082.5 64.2 212.5 553.3 2004.3

Net loss

-31.5 (A) -17.8 -55.2 -15.4 -21.8 -40.7 -79.0

Updated: 2004-05-30


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GROCERY STORE

PRODUCT SOURCES

NAME: Sysco Food Services of Regina

ADDRESS: 266 Dewdney Avenue East
Regina, Saskatchewan S4N 4G2

PHONE: (306) 347-5200
Or 1-800-667-6056

FAX: (306) 525-0704

PRODUCTS: Wholesale fruit, produce, meats, canned goods, frozen food, cheese, oils & confections.

WEBSITE: www.serca.com

NAME: MacDonalds Consolidated

ADDRESS: 1020 - 64th Avenue N.E.
Calgary, Alberta T2E 5V8

PHONE: (403) 730-3584
Or 1-800-933-7515

FAX: (403) 730-3919
Or 1-866-435-7378

PRODUCTS: Groceries, variety products, frozen foods.

WEBSITE: www.macdonaldsconsolidated.com

NAME: The Grocery People Limited

ADDRESS: 607 - 46th Street East
Saskatoon, Saskatchewan S7K 0X1

PHONE: (306) 244-1670

FAX: (306) 244-1699

PRODUCTS: Produce, frozen foods, groceries, meats, dairy products

PRODUCT SOURCES

NAME: SYSCO SERCA Food Services, Inc.
ADDRESS: 302 The East Mall Suite 102
Toronto, Ontario M9B 6C7
PHONE: (416) 234-2666 **FAX:** (416) 234-2650
PRODUCTS: Groceries, meats & produce.
WEB SITE: www.serca.com

NAME: Scott-Bathgate Limited [Nutty Club Products]
ADDRESS: 1531 1st Ave
Regina, Saskatchewan S4R 8H2
PHONE: (306) 522-3253 **FAX:** (306) 522-8800
Or 1-800-551-5737
PRODUCTS: Confections (Wholesale)

NAME: Western Grocers
ADDRESS: 101 Weston Street
Winnipeg, Manitoba R3E 2T4
PHONE: (204) 786-5233 **FAX:** (204) 786-5359
PRODUCTS: Groceries (Wholesale)

GROCERY STORE**FIXTURE & EQUIPMENT SUPPLIERS**

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Refrigeration equipment - new & used sales & service. Walk - in coolers, display gondolas, air conditioning, boilers & heating equipment, check - out stands. Shelving, design. Layouts & racking.

NAME: Alsort Store Fixtures & Interiors

ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6

PHONE: (306) 352-6700 **FAX:** (306) 352-4100

PRODUCTS: New & used refrigeration equipment sales and service. Counters and displays. Walk-in coolers.

WEB SITE: www.alsort.com

E-MAIL: alsort@sasktel.net

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Johnston Equipment

ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2

PHONE: (306) 721-2300
Or 1-800-668-5586 **FAX:** (306) 721-2175

PRODUCTS: Layouts, design, installation, metal shelving & racking etc.

WEBSITE: www.gjohnston.com

NAME: Western Retail Interiors Ltd.

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (306) 477-2244
Or 1-800-665-0550 **FAX:** (306) 477-0550

PRODUCTS: Manufacturers and distributors of store fixtures.

WEB SITE: <http://www.westernretail.com>

NAME: Fairwell Commercial Interiors Ltd.

ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2

PHONE: (306) 586-6854 **FAX:** (306) 586-3631

PRODUCTS: Contractor

GROCERY STORE**FIXTURE & EQUIPMENT SUPPLIERS**

NAME: Blazer Store Fixtures Inc.
ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7
PHONE: (306) 244-1212 **FAX:** (306) 244-4412
PRODUCTS: New & used shelving, accessories, slatwalls, counters, etc.
WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>
E-MAIL: blazerstorefixtures@sasktel.net

NAME: Westmount Store Fixtures
ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4
PHONE: (780) 424-8950 **FAX:** (780) 425-8578
Or 1-800-561-1951
PRODUCTS: Shure Sell store fixtures, layouts and design.
WEBSITE: www.westmountstorefixtures.com
E-MAIL: fixtures@westmountstorefixtures.com

NAME: Mayer's Packaging Ltd.
ADDRESS: 50 Mandalay Drive
Winnipeg, Manitoba R2X 2Z2
PHONE: (204) 774-1651 **FAX:** (204) 783-7760
Or 1-800-801-1651
PRODUCTS: Shelving, racks, boxes, gift-wrap, bows, etc.
WEB SITE: <http://www.mayers.ca>
E-MAIL: winnipeg@mayerspackaging.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: W. R. Display & Packaging

ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7

PHONE: (204) 925-7900
Or 1-800-665-8447

FAX: (204) 925-7910
Or 1-800-668-4743

PRODUCTS: Retail display and packaging equipment and suppliers.

WEB SITE: <http://www.wrdisplay.ca>

E-MAIL: info@wrdisplay.ca

NAME: Planned Commercial Interiors

ADDRESS: 4330 Robinson Street
Regina, Saskatchewan S4S 3E3

PHONE: (306) 347-7875

FAX: (306) 347-7762

PRODUCTS: Display fixtures, equipment, and layout.

GROCERY STORE

TRADE SHOWS

NAME: Grocery Showcase West

FREQUENCY: Annual - April (Trade) in Vancouver

ADDRESS: Canadian Federation of Independent Grocers
902-2235 Sheppard Avenue E.
Willowdale, Ontario M2J 5B5

PHONE: (416) 492-2311
Or 1-800-661-2344

FAX: (416) 492-2347

PRODUCTS: Manufacturers & distributors of fresh, frozen, and convenience foods, beverages, imported specialty foods, health food, store equipment, as well as industry and service organizations.

WEB SITE: <http://www.cfig.ca>

E-MAIL: info@cfig.ca

NAME: Canadian Fine Food Show

FREQUENCY: Annual - March (Consumer) in Mississauga

ADDRESS: Pro-Sho Inc.
298 Sheppard Avenue East
North York, Ontario M2N 3B1

PHONE: (416) 229-2060
Or 1-800-896-7469

FAX: (416) 223-2826

PRODUCTS: Specialty foods

E-MAIL: prosho@meteorshows.com

TRADE SHOWS

NAME: The Canadian International Food & Beverage Show

FREQUENCY: Annual - February (Trade) in Mississauga

ADDRESS: Canadian Restaurant & Foodservices Association (CRFA)
316 Bloor Street W.
Toronto, Ontario M5S 1W5

PHONE: (416) 923-8416
Or 1-800-387-5649

FAX: (416) 923-1450

PRODUCTS: Variety of the food and beverage products for the food service industry.

WEBSITE: <http://www.crfa.ca>

E-MAIL: info@crfa.ca

TRADE ASSOCIATIONS

NAME: The Canadian Federation of Independent Grocers (CFIG)
ADDRESS: 2235 Sheppard Avenue E., Suite 902
Willowdale, Ontario M2J 5B5
PHONE: (416) 492-2311 **FAX:** (416) 492-2347
Or 1-800-661-2344
WEB SITE: www.cfig.ca
E-MAIL: info@cfig.ca

NAME: Canadian Horticulture Council (CHC)
ADDRESS: 9 Corvus Court
Ottawa, Ontario K2E 7Z4
PHONE: (613) 226-4880 **FAX:** (613) 226-4497
WEB SITE: <http://www.hortcouncil.ca>
E-MAIL: webmaster@hortcouncil.ca

NAME: Canadian Council of Grocery Distributors (CCGD)
ADDRESS: 6455 Jean-Talon East, Suite 402
St. Leonard, Quebec H1S 3E8
PHONE: (514) 982-0267 **FAX:** (514) 982-0659
Or 1-877-229-0922
WEB SITE: www.ccgd.ca

TRADE ASSOCIATIONS

NAME: Canadian Meat Council (CMC)
ADDRESS: 875 Carling Ave., Suite 410
Ottawa, Ontario K1S 5P1
PHONE: (613) 729-3911 **FAX:** (613) 729-4997
WEB SITE: <http://www.cmc-cvc.com>
E-MAIL: info@cmc-cvc.com

GROCERY STORE**TRADE JOURNALS**

NAME: Grocer Today Magazine
FREQUENCY: 8 issues per year
ADDRESS: Canada Wide Magazines & Communications Ltd
4180 Loughheed Hwy, 4th Floor
Burnaby, BC V5C 6A7
PHONE: (604) 299-7311 **FAX:** (604) 299-9188
WEBSITE: <http://www.canadawide.com/grocertoday.php?id=3>
E-MAIL: cwm@canadawide.com

NAME: Western Grocer Magazine
FREQUENCY: Bi-monthly
ADDRESS: Mercury Publications Ltd
1839 Inkster Blvd
Winnipeg, Manitoba R2X 1R3
PHONE: (204) 954-2085 **FAX:** (204) 954-2057
WEBSITE: <http://www.mercury.mb.ca/wgmain.html>
E-MAIL: mp@mercury.mb.ca

NAME: Canadian Grocer
FREQUENCY: Monthly
ADDRESS: Rogers Media
One Mount Pleasant Road, 7th floor
Toronto, Ontario M4Y 2Y5
PHONE: (416) 764-1665 **FAX:** (416) 764-1523
Or 1-800-268-9119
WEB SITE: www.cdnegrocer.com

TRADE JOURNALS

NAME: Independent Grocer (newsletter to members only)

ADDRESS: Canadian Federation of Independent Grocers (CFIG)
2235 Sheppard Avenue East, Suite 902
Willowdale, Ontario M2J 5B5

PHONE: (416) 492-2311 **FAX:** (416) 492-2347
Or 1-800-661-2344

WEBSITE: www.cfig.ca

E-MAIL: info@cfig.ca

OTHER MARKET DATA SOURCES

NAME: Retail Commodity Survey

AUTHOR: Statistics Canada 63-541-XPB

USE: Patterns of Canadian consumer demands. Data on Canadian buying trends, past, present and future.

ADDRESS: Statistical Reference Centre (National Capital Region)
Rm. 1500, Main Building, Holland Avenue
Ottawa, Ontario K1A 0T6

PHONE: 1-800-263-1136 **FAX:** 1-877-287-4369

WEBSITE: <http://www.statcan.ca:8096/bsolc/english/bsolc?catno=63-541-XPB>

E-MAIL: infostats@statcan.ca

NAME: Retail Chain & Department Stores

FREQUENCY: Annual

AUTHOR: Statistics Canada 63-210-XIB

USE: Retail sales of chain & department store organizations by kind of business, by province, by selected localities by number of stores operated & by annual sales volume, statistics of cost of goods sold & gross margins, physical size, sales per square foot.

ADDRESS: Statistical Reference Centre (National Capital Region)
Rm. 1500, Main Building, Holland Avenue
Ottawa, Ontario K1A 0T6

PHONE: 1-800-263-1136 **FAX:** 1-877-287-4369

WEBSITE: <http://www.statcan.ca:8096/bsolc/english/bsolc?catno=63-210-XIB>

E-MAIL: infostats@statcan.ca

OTHER MARKET DATA SOURCES

NAME: Food Market Commentary

FREQUENCY: Monthly

AUTHOR: Agriculture and Agri-Food Canada

USE: Market share of stores by type, major food group. Other statistics such as age, employment status, family size, etc by area and region.

ADDRESS: Public Information Request Service
Agriculture and Agri-Food Canada
Sir John Carling Building
930 Carling Avenue
Ottawa, Ontario K1A 0C5

PHONE: (613) 759-1000 **FAX:** (613) 759-6726
Or (613) 759-7470 (Hearing and speech impaired TDD / TTY)

WEBSITE: <http://ats.agr.gc.ca/info/canada-e.htm>

E-MAIL: info@agr.gc.ca

NAME: The Structure Food & Beverage Inc. Distribution Channels Study

AUTHOR: Agriculture Canada

USE: Lists the top 25 food producers. Information on consumer markets, dining trends, international competition, consumer expenditure survey, outlook on the future of the food industry by food category.

ADDRESS: Public Information Request Service
Agriculture and Agri-Food Canada
Sir John Carling Building
930 Carling Avenue
Ottawa, Ontario K1A 0C5

PHONE: (613) 759-1000 **FAX:** (613) 759-6726
Or (613) 759-7470 (Hearing and speech impaired TDD / TTY)

WEBSITE: <http://ats-sea.agr.gc.ca/us/e0078001.htm>

E-MAIL: info@agr.gc.ca

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca

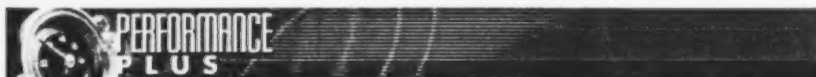


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STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number 4451 - Grocery Stores[Add/Modify User Data](#)[New Profile](#)**Average of all Businesses**

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	11000							
Revenue Range:								
Low Value (\$ 000)	30	30	354	30	157	354	753	
High Value (\$ 000)	5000	354	5000	157	354	753	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	79.3 (A)	71.4	80.4	59.9	76.2	79.2	80.8	88.6
Wages and benefits	0.6 (B)	0.5	0.6	0.7	0.5	0.4	0.7	5.2
Purchases, materials and sub-contracts	78.2 (A)	68.9	79.5	56.9	74.0	78.4	79.9	88.2
Opening inventory	5.6 (A)	10.1	4.9	11.8	9.4	6.5	4.5	63.4
Closing inventory	5.2 (A)	8.1	4.7	9.4	7.7	6.0	4.4	57.5
Operating expenses (indirect expenses)	20.0 (A)	27.9	18.9	42.6	22.1	19.6	18.7	100.0
Labour and commissions	8.3 (A)	9.4	8.2	15.6	6.9	7.2	8.5	86.9
Amortization and depletion	1.2 (A)	1.6	1.2	2.0	1.4	1.6	1.1	77.6
Repairs and maintenance	0.8 (A)	0.9	0.7	1.3	0.8	0.7	0.7	86.4
Utilities and telephone/telecommunication	1.4 (A)	2.3	1.3	2.9	2.1	1.7	1.2	86.7
Rent	2.3 (A)	4.9	2.0	6.2	4.3	2.7	1.7	67.5
Interest and bank charges	1.1 (A)	1.5	1.0	2.0	1.3	1.3	0.9	93.7
Professional and business fees	0.5 (A)	1.0	0.4	1.5	0.7	0.5	0.4	91.4
Advertising and promotion	0.5 (A)	0.2	0.5	0.3	0.2	0.2	0.6	68.1
Delivery, shipping and warehouse expenses	0.2 (B)	0.2	0.2	0.4	0.2	0.1	0.2	36.5
Insurance	0.3 (A)	0.7	0.3	1.0	0.6	0.4	0.3	81.3
Other expenses	3.3 (A)	5.3	3.0	9.4	3.7	3.1	3.0	98.3
Total expenses	99.3 (A)	99.4	99.3	102.5	98.3	98.8	99.4	100.0
Net profit/loss	0.7 (B)	0.6	0.7	-2.5	1.7	1.2	0.6	98.9

Average number of paid employees

3.3	1.0	5.8	0.8	1.1	2.3	9.1
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FINANCIAL RATIOSInterest coverage ratio

1.6	1.4	1.7	-0.2	2.4	1.9	1.6
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Gross margin (%)

20.7	28.6	19.6	40.1	23.8	20.8	19.2
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PROFITABLE vs NON-PROFITABLE BUSINESSES**(thousands of dollars)****Profitable**Percent of businesses (%)

62.4

Total revenue

660.1 (A)	180.4	1076.3	92.6	244.6	527.0	1620.1
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Total expenses

638.7 (A)	168.2	1046.9	84.2	229.5	508.1	1580.5
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Net profit

21.4 (A)	12.2	29.4	8.3	15.0	18.9	39.6
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Non-ProfitableTotal revenue

596.1 (A)	146.6	1181.4	83.8	243.2	517.3	1823.0
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Total expenses

620.0 (A)	160.8	1217.8	96.3	260.1	538.2	1874.4
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Net loss

-23.8 (A)	-14.2	-36.4	-12.5	-16.9	-20.8	-51.0
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Updated: 2004-08-30


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PRODUCT SOURCES

NAME: Custom Hardware Distributors Ltd.

ADDRESS: 2512 Dewdney Avenue
Regina, Saskatchewan S4R 1H7

PHONE: (306) 757-7989 **FAX:** (306) 525-5655

NAME: Overhead Door Co. of Regina (1973) Ltd. & The Door Store

ADDRESS: 2510 - 3rd Avenue North
Regina, Saskatchewan S4R 5X5

PHONE: (306) 545-4040 **FAX:** (306) 775-2322
Or 1-800-552-8180

PRODUCTS: Front doors, frames, garage doors and hardware.

WEB SITE: www.doorsregina.com

E-MAIL: sales@doorstore.ca

NAME: Waco Western Hardware Ltd.

ADDRESS: 1680 McAra Street
Regina, Saskatchewan S4N 6H6

PHONE: (306) 757-2691

PRODUCTS: Architectural hardware, washroom accessories, metal and wooden doors/frames, toilet partitions, lockers, fire proof doors, chalkboard, corkboard, specialty items.

NAME: European Hardware Distributors Ltd.

ADDRESS: 5 - 1730 Quebec Avenue
Saskatoon, Saskatchewan S7K 1V9

PHONE: (306) 242-4105

PRODUCTS: Stains, lacquers, glass, handles, edging & banding material, drawer slides, concealed hinges, flap stays.

PRODUCT SOURCES

NAME: General Supply Co. Ltd.
ADDRESS: 1427 Scarth Street
Regina, Saskatchewan S4R 2G1
PHONE: (306) 525-2594
PRODUCTS: Full line hardware, chain, shovels, brooms, tools, cable, etc.

NAME: Shanahan's Building Specialties Ltd.
ADDRESS: 1743A McAra Street
Regina, Saskatchewan S4N 6H5
PHONE: (306) 359-7385 **FAX:** (306) 525-9168
Or 1-800-491-4191
PRODUCTS: Contract hardware - doors and locks.

NAME: PRO Hardware (Division of Sodisco-Howden Group Inc)
ADDRESS: 485 McGill St., 8th floor
Montreal, Quebec H2Y 2H4
PHONE: (514) 286-8986 **FAX:** (514) 286-6048
PRODUCTS: Buying group/franchise chain - no fee, or royalty; market study, layout, inventory, training & advertising.
WEBSITE: www.prohardware.ca

PRODUCT SOURCES

NAME: Federated Co-operatives Limited

ADDRESS: 401 - 22nd Street East
Saskatoon, Saskatchewan S7K 0H2

PHONE: (306) 244-3311 **FAX:** (306) 244-3403

Or

ADDRESS: 444 McLeod Street
Regina, Saskatchewan S4N 4Y1

PHONE: (306) 721-7070 **FAX:** (306) 721-0462

PRODUCTS: Complete line of hardware, housewares, etc.

WEBSITE: www.fcl.ca

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Store fixtures, layouts, design & racking.

NAME: Western Retail Interiors

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (306) 477-2244 **FAX:** (306) 477-0550
Or 1-800-665-0550

PRODUCTS: Acrylic fabrication, retail shelving & garment racks.

WEB SITE: <http://www.westernretail.com>

NAME: Johnston Equipment

ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2

PHONE: (306) 721-2300 **FAX:** (306) 721-2175
Or 1-800-668-5586

PRODUCTS: Layouts, design, metal shelving, racking, installation & warehouse equipment.

WEBSITE: www.gnjohnston.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Allmar International (Regina)
ADDRESS: 1680 McAra Street
Regina, Saskatchewan S4N 6H6
PHONE: (306) 522-1675 **FAX:** (306) 757-1976
Or 1-800-230-5516
PRODUCTS: Architectural hardware
WEBSITE: www.allmar.com

NAME: C.P. Distributors Ltd.
ADDRESS: 75 Kress Street
Regina, Saskatchewan S4N 5X8
PHONE: (306) 721-8222 **FAX:** (306) 721-6466
Or 1-888-875-9090
PRODUCTS: Security systems, locks and keys, electronic hardware, steel doors and frames.

NAME: Alsort Store Fixtures & Interiors Ltd.
ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6
PHONE: (306) 352-6700 **FAX:** (306) 352-4100
PRODUCTS: Shelving, layouts, racking & refrigeration.
WEB SITE: www.alsort.com
E-MAIL: alsort@sasktel.net

FIXTURES & EQUIPMENT SUPPLIERS

NAME: Western Retail Interiors Ltd.

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (306) 477-2244
Or 1-800-665-0550 **FAX:** (306) 477-0550

PRODUCTS: Manufacturers and distributors of store fixtures.

WEB SITE: <http://www.westernretail.com>

NAME: Fairwell Commercial Interiors Ltd.

ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2

PHONE: (306) 586-6854 **FAX:** (306) 586-3631

PRODUCTS: Contractor

NAME: Blazer Store Fixtures Inc.

ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7

PHONE: (306) 244-1212 **FAX:** (306) 244-4412

PRODUCTS: New & used shelving, accessories, slatwalls, counters, etc.

WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>

E-MAIL: blazerstorefixtures@sasktel.net

FIXTURES & EQUIPMENT SUPPLIERS

NAME: Westmount Store Fixtures
ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4
PHONE: (780) 424-8950 **FAX:** (780) 425-8578
Or 1-800-561-1951
PRODUCTS: Shure Sell store fixtures, layouts and design.
WEBSITE: www.westmountstorefixtures.com
E-MAIL: fixtures@westmountstorefixtures.com

NAME: Mayer's Packaging Ltd.
ADDRESS: 50 Mandalay Drive
Winnipeg, Manitoba R2X 2Z2
PHONE: (204) 774-1651 **FAX:** (204) 783-7760
Or 1-800-801-1651
PRODUCTS: Shelving, racks, boxes, gift-wrap, bows, etc.
WEB SITE: <http://www.mayers.ca>
E-MAIL: winnipeg@mayerspackaging.com

NAME: W. R. Display & Packaging
ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7
PHONE: (204) 925-7900 **FAX:** (204) 925-7910
Or 1-800-665-8447 Or 1-800-668-4743
PRODUCTS: Retail display and packaging equipment and suppliers.
WEB SITE: <http://www.wrdisplay.ca>
E-MAIL: info@wrdisplay.ca

TRADE SHOWS

NAME: Canadian Hardware & Building Materials Show

FREQUENCY: Annual - February (Trade) in Toronto

ADDRESS: Canadian Retail Hardware Association
2121 Argentia Road, Suite #102
Mississauga, Ontario L5N 2X4

PHONE: (905) 821-3470
Or 1-800-268-3965

FAX: (905) 821-8946

PRODUCTS: Hardware, housewares, giftware, hand & power tools, lawn & garden, sporting goods, home improvement products, plumbing, electrical, paint & sundries, and automotive goods.

WEB SITE: <http://www.crha.com>

E-MAIL: crha@crha.com

NAME: National Hardware Show with Lawn & Garden World

FREQUENCY: Annual - May (Trade) in Las Vegas

ADDRESS: Reed Exhibitions
383 Main Ave.
Norwalk, CT 06851

PHONE: (203) 840-5622
Or 1-888-425-9377

FAX: (203) 840-9622

PRODUCTS: Hardware, lawn, garden & outdoor products, housewares, automotive electrical, lighting, plumbing and building supplies.

WEB SITE: <http://www.nationalhardwareshow.com>

E-MAIL: inquiry@hardware.reedexpo.com

HARDWARE

TRADE SHOWS

NAME: D. H. Howden Convention & Buying Show

FREQUENCY: Annual – (Trade) October in Montreal

ADDRESS: Sodisco-Howden Group Inc. (DH Howden Division)
P.O. Box 5485, 3232 White Oak Road
London, Ontario N6A 4G8

PHONE: (519) 686-2200
Or 1-888-742-8417

FAX: (519) 686-2302

PRODUCTS: Hardware and home building materials

WEBSITE: www.sodisco.com

E-MAIL: info@gshg.com

TRADE ASSOCIATIONS

NAME: Canadian Retail Hardware Association (CRHA)
ADDRESS: 2121 Argentia Rd, Suite #102
Mississauga, Ontario L5N 2X4
PHONE: (905) 821-3470 **FAX:** (905) 821-8946
Or 1-800-268-3965
WEB SITE: <http://www.crha.com>
E-MAIL: crha@crha.com

NAME: Canadian Hardware and Housewares Manufacturers' Association (CHHMA)
ADDRESS: 1335 Morningside Avenue, Suite 101
Scarborough, Ontario M1B 5M4
PHONE: (416) 282-0022 **FAX:** (416) 282-0027
WEB SITE: www.chhma.ca
E-MAIL: chhma@chhma.ca

NAME: National Retail Hardware Association - USA
ADDRESS: 5822 West 74th Street
Indianapolis, IN 46278-1787
PHONE: (317) 290-0338 **FAX:** (317) 328-4354
Or 1-800-772-4424
WEB SITE: www.nrha.org
E-MAIL: contact@nrha.org

TRADE JOURNALS

NAME: Hardware & Home Centre Magazine
FREQUENCY: Eight issues per year
ADDRESS: Business Information Group
1450 Don Mills Road M3B 2X7
Don Mills, Ontario
PHONE: (416) 442-2122 **FAX:** (416) 442-2122
Or 1-800-668-2374
WEBSITE: <http://www.businessinformationgroup.ca/retail/centres.asp>

NAME: Home Improvement Retailing
FREQUENCY: Bimonthly
ADDRESS: Powershift Communications Inc
245 Fairview Mall Drive, Suite 501
Toronto, Ontario M2J 4T1
PHONE: (416) 494-1066 **FAX:** (416) 494-2536
WEBSITE: www.bpmmagazine.com
E-MAIL: info@powershift.ca

OTHER MARKET DATA SOURCES

NAME: Retail Trade

AUTHOR: Statistics Canada 63-005-XIB

USE: Monthly sales by province for chain stores, independent stores, or both.

ADDRESS: Statistical Reference Centre (National Capital Region)
Rm. 1500, Main Building, Holland Avenue
Ottawa, Ontario K1A 0T6

PHONE: 1-800-263-1136 **FAX:** 1-877-287-4369

WEBSITE: <http://www.statcan.ca:8096/bsolc/english/bsolc?catno=63-005-XIB>

E-MAIL: infostats@statcan.ca

NAME: Financial Survey (For Hardware and Bldg Supply Stores)

FREQUENCY: Annual

AUTHOR: Canadian Retail Hardware Association (CRHA)

ADDRESS: 2121 Argentia Road, Suite 102
Mississauga, Ontario L5N 2X4

PHONE: (905) 821-3470 **FAX:** (905) 821-8946
Or 1-800-268-3965

WEBSITE: www.crha.com

E-MAIL: crha@crha.com

USE: Financial operating data and ratios - prairie region.

OTHER MARKET DATA SOURCES

NAME: Retail Chain and Department Stores

FREQUENCY: Annual

AUTHOR: Statistics Canada 63-210-XIB

USE: Retail sales of chain & dept. stores by kind of business, by province, by selected localities, by number of stores operated and by annual sales volume. Statistics on cost of goods sold & gross margins, physical size & sales per square foot (m).

ADDRESS: Statistical Reference Centre (National Capital Region)
Rm. 1500, Main Building, Holland Avenue
Ottawa, Ontario K1A 0T6

PHONE: 1-800-263-1136 **FAX:** 1-877-287-4369

WEBSITE: <http://www.statcan.ca:8096/bsolc/english/bsolc?catno=63-210-XIB>

E-MAIL: infostats@statcan.ca

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca



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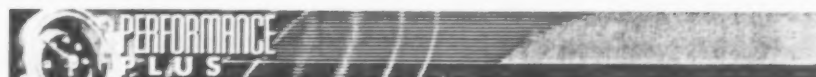
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Report Criteria: 2000 Canada All Businesses % of Total Revenue 44413

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number 44413 - Hardware Stores

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	2050							
Revenue Range:								
Low Value (\$ 000)	30	30	371	30	139	371	910	
High Value (\$ 000)	5000	371	5000	139	371	910	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	69.1 (A)	65.6	69.5	58.2	68.1	68.9	69.8	95.5
Wages and benefits	0.7 (A)	0.9	0.7	1.4	0.7	0.6	0.8	6.1
Purchases, materials and sub-contracts	68.8 (A)	60.2	69.9	53.7	62.3	67.0	70.9	95.0
Opening inventory	19.4 (A)	36.6	17.1	55.2	30.5	22.6	15.4	64.6
Closing inventory	19.8 (A)	32.0	18.3	52.1	25.4	21.4	17.2	61.4
Operating expenses (indirect expenses)	28.4 (A)	33.6	27.8	39.2	31.7	29.1	27.3	99.9
Labour and commissions	13.6 (A)	10.8	14.0	10.8	10.8	13.7	14.0	86.3
Amortization and depletion	1.3 (A)	1.9	1.3	2.6	1.6	1.2	1.3	86.8
Repairs and maintenance	0.7 (B)	1.5	0.6	1.6	1.5	0.6	0.6	77.3
Utilities and telephone/telecommunication	1.1 (A)	2.1	1.0	2.6	1.9	1.3	0.9	88.4
Rent	2.3 (A)	2.8	2.3	4.7	2.2	2.1	2.3	63.5
Interest and bank charges	2.0 (A)	2.7	1.9	2.6	2.7	2.2	1.8	96.1
Professional and business fees	0.7 (A)	1.2	0.6	1.9	1.0	0.7	0.6	93.2
Advertising and promotion	1.6 (A)	1.2	1.6	0.8	1.3	1.4	1.7	87.3
Delivery, shipping and warehouse expenses	0.2 (A)	0.4	0.2	0.2	0.4	0.2	0.2	40.1
Insurance	0.6 (A)	1.2	0.5	1.8	1.0	0.7	0.4	84.1
Other expenses	4.4 (A)	7.8	3.9	9.5	7.2	4.9	3.6	97.5
Total expenses	97.5 (A)	99.2	97.3	97.4	99.8	98.0	97.1	100.0
Net profit/loss	2.5 (A)	0.8	2.7	2.6	0.2	2.0	2.9	99.8

Average number of paid employees

4.0 0.8 7.3 0.4 1.1 3.5 11.0

FINANCIAL RATIOS

Interest coverage ratio

2.2 1.3 2.4 2.0 1.1 1.9 2.6

Gross margin (%)

30.9 34.4 30.5 41.8 31.9 31.1 30.2

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

67.8

Total revenue

780.1 (A) 162.9 1277.5 71.6 249.6 586.6 1673.1

Total expenses

741.2 (A) 146.6 1220.4 58.6 230.1 555.6 1793.4

Net profit

38.8 (A) 16.3 56.9 12.9 19.5 30.9 79.7

Non-Profitable

Total revenue

494.6 (A) 156.7 1029.4 86.6 212.0 597.9 1695.7

Total expenses

523.8 (A) 178.4 1070.7 99.5 240.3 630.0 1750.9

Net loss

-29.2 (A) -21.6 -41.3 -12.9 -28.3 -32.1 -55.0

Updated: 2004-10-30

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PRODUCT SOURCES

NAME: Horizon Distributors

ADDRESS: 8335 Winston Street
Burnaby, British Columbia V5A 2H3

PHONE: (604) 420-6751
Or 1-800-663-1838

FAX: (604) 420-0178

PRODUCTS: Natural food, bulk, HBA, packaged, organic foods.

WEB SITE: <http://www.horizondistributors.com/>

E-MAIL: general@horizondistributors.com

NAME: Living Synergy

ADDRESS: 4A - 9843 2nd Street
Sydney, British Columbia V8L 3C7

PHONE: (250) 655-6604
Or 1-800-742-7519

FAX: (250) 655-3064

PRODUCTS: Health food products

WEB SITE: <http://www.livingsynergy.com/>

E-MAIL: info@livingsynergy.com

NAME: Marathon Natural Foods Limited

ADDRESS: 165 Waterloo Ave.
Penticton, British Columbia V2A 7J3

PHONE: (250) 493-7887
Or 1-800-663-6663 (BC only)

FAX: (250) 493-8993

PRODUCTS: Distributors of natural foods

E-MAIL: sales@marathon-natural.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Johnston Equipment
ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2
PHONE: (306) 721-2300 **FAX:** (306) 721-2175
Or 1-800-668-5586
PRODUCTS: Layouts, design, installation, metal shelving & racking etc.
WEBSITE: www.gjohnston.com

NAME: Fairwell Commercial Interiors Ltd.
ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2
PHONE: (306) 586-6854 **FAX:** (306) 586-3631
PRODUCTS: Contractor

NAME: Blazer Store Fixtures Inc.
ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7
PHONE: (306) 244-1212 **FAX:** (306) 244-4412
PRODUCTS: New & used shelving, accessories, slatwalls, counters, etc.
WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>
E-MAIL: blazerstorefixtures@sasktel.net

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Westmount Store Fixtures

ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4

PHONE: (780) 424-8950 **FAX:** (780) 425-8578
Or 1-800-561-1951

PRODUCTS: Shure Sell store fixtures, layouts and design.

WEBSITE: www.westmountstorefixtures.com

E-MAIL: fixtures@westmountstorefixtures.com

NAME: Mayer's Packaging Ltd.

ADDRESS: 50 Mandalay Drive
Winnipeg, Manitoba R2X 2Z2

PHONE: (204) 774-1651 **FAX:** (204) 783-7760
Or 1-800-801-1651

PRODUCTS: Shelving, racks, boxes, gift-wrap, bows, etc.

WEB SITE: <http://www.mayers.ca>

E-MAIL: winnipeg@mayerspackaging.com

NAME: W. R. Display & Packaging

ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7

PHONE: (204) 925-7900 **FAX:** (204) 925-7910
Or 1-800-665-8447 Or 1-800-668-4743

PRODUCTS: Retail display and packaging equipment and suppliers.

WEB SITE: <http://www.wrdisplay.ca>

E-MAIL: info@wrdisplay.ca

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Planned Commercial Interiors

ADDRESS: 4330 Robinson Street
Regina, Saskatchewan S4S 3E3

PHONE: (306) 347-7875 **FAX:** (306) 347-7762

PRODUCTS: Display fixtures, equipment, and layout.

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Western Retail Interiors

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (306) 477-2244 **FAX:** (306) 477-0550
Or 1-800-665-0550

PRODUCTS: Manufacturer and distributors of store fixtures. Store layouts.

WEB SITE: <http://www.westernretail.com>

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711
Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Store planning, fixtures, layout & racking

NAME: Alsort Store Fixtures & Interiors Ltd.

ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6

PHONE: (306) 352-6700 **FAX:** (306) 352-4100

PRODUCTS: Design, layouts, shelving, etc.

WEB SITE: www.alsort.com

E-MAIL: alsort@sasktel.net

TRADE SHOWS

NAME: Grocery Showcase West

FREQUENCY: Annual - April (Trade)

ADDRESS: Canadian Federation of Independent Grocers (CFIG)
902 - 2235 Sheppard Avenue E
Willowdale, Ontario M2J 5B5

PHONE: (416) 492-2311 **FAX:** (416) 492-2347
Or 1-800-661-2344

PRODUCTS: Manufacturers & distributors of fresh, frozen, and convenience foods, beverages, imported specialty foods, health foods, store equipment, as well as industry and service organizations.

WEB SITE: <http://www.cfig.ca>

E-MAIL: info@cfig.ca

NAME: The Canadian International Food and Beverage Show

FREQUENCY: Annual - February (Consumer)

ADDRESS: Canadian Restaurant and Foodservices Association (CRFA)
316 Bloor Street West
Toronto, Ontario M5S 1W5

PHONE: (416) 923-8416 **FAX:** (416) 923-1450
Or 1-800-387-5649

PRODUCTS: Specialty Foods

WEBSITE: www.crfa.ca

E-MAIL: info@crfa.ca

TRADE SHOWS

NAME: Grocery Innovations Canada

FREQUENCY: Annual – November (Trade) in Toronto

ADDRESS: Canadian Federation of Independent Grocers (CFIG)
902 - 2235 Sheppard Avenue E
Willowdale, Ontario M2J 5B5

PHONE: (416) 492-2311 **FAX:** (416) 492-2347
Or 1-800-661-2344

PRODUCTS: Manufacturers & distributors of fresh, frozen, and convenience foods, beverages, imported specialty foods, health foods, store equipment, as well as industry and service organizations.

WEB SITE: <http://www.cfig.ca>

E-MAIL: info@cfig.ca

TRADE ASSOCIATIONS

NAME: Canadian Health Food Association (CHFA)
ADDRESS: #205, 550 Alden Road
Markham, Ontario L3R 6A8
PHONE: (905) 479-6939 **FAX:** (905) 479-1516
Or 1-800-661-4510 Or 1-888-292-2947
WEB SITE: <http://www.chfa.ca/Events/sponsorlinks.html>
E-MAIL: admin@chfa.ca

NAME: Natural Products Marketing Council
ADDRESS: P.O. Box 550
Truro, Nova Scotia B2N 5E3
PHONE: (902) 893-6511 **FAX:** (902) 893-7579
WEBSITE: <http://www.gov.ns.ca/nsaf/npmc/>
EMAIL: npmc@gov.ns.ca

TRADE JOURNALS

NAME: Nutrition Action Newsletter

ADDRESS: Centre for Science in the Public Interest
1875 Connecticut Avenue NW, Suite 300
Washington, DC 20009

PHONE: (202) 332-9110 **FAX:** (202) 265-4954

WEBSITE: <http://www.cspinet.org/nah/index.htm>

E-MAIL: cspi@cspinet.org

OTHER SOURCES OF INFORMATION

NAME: Starting an Alternative and Complementary Health Care Business
(Online Business Info Guide)

CONTACT: Canada - Saskatchewan Business Service Centre

ADDRESS: 345 - 3rd Avenue South
Saskatoon, Saskatchewan S7K 2H6

PHONE: (306) 956-2323
Or 1-800-667-4374

FAX: (306) 956-2328

WEBSITE: http://www.cbisc.org/sask/sbis/search/display.cfm?code=4603&Coll=FE_FEDSBIS_E

E-MAIL: saskatchewan@cbisc.ic.gc.ca

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca



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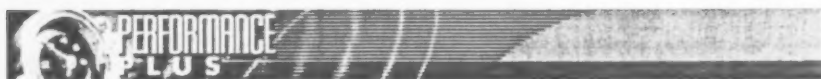
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Report Criteria: 2000 ► Canada ► All Businesses ► % of Total Revenue ► 4461

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 4461 - Health and Personal Care Stores

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	7790							
Revenue Range								
Low Value (\$ 000)	30	30	486	30	151	486	1338	
High Value (\$ 000)	5000	486	5000	151	486	1338	5000	

(percent of total revenue)

<u>Total revenue</u>	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
<u>Cost of sales (direct expenses)</u>	67.3 (A)	53.8	68.7	50.7	54.8	65.7	69.8	93.5
Wages and benefits	0.3 (A)	0.9	0.2	0.7	0.9	0.5	0.2	4.1
Purchases, materials and sub-contracts	67.0 (A)	52.8	68.5	51.7	53.2	65.5	69.7	92.7
Opening inventory	8.8 (A)	10.9	8.6	12.0	10.6	9.0	8.4	57.0
Closing inventory	8.9 (A)	10.8	8.7	13.7	9.9	9.2	8.5	55.2
<u>Operating expenses (indirect expenses)</u>	29.1 (A)	43.2	27.7	49.7	41.2	30.0	26.8	99.7
Labour and commissions	13.8 (A)	16.2	13.6	14.5	16.6	14.7	13.2	87.7
Amortization and depletion	1.1 (A)	2.5	0.9	3.1	2.3	1.1	0.8	85.0
Repairs and maintenance	0.5 (A)	0.7	0.5	1.0	0.7	0.5	0.5	73.4
Utilities and telephone/telecommunication	0.7 (A)	1.7	0.6	2.7	1.4	0.8	0.5	84.6
Rent	3.5 (A)	7.5	3.1	9.0	7.1	3.8	2.9	83.8
Interest and bank charges	1.0 (A)	2.0	0.9	2.9	1.8	1.1	0.8	92.9
Professional and business fees	1.2 (A)	1.9	1.1	1.9	1.9	1.2	1.0	91.1
Advertising and promotion	1.1 (A)	1.8	1.0	2.0	1.8	1.1	1.0	83.6
Delivery, shipping and warehouse expenses	0.3 (A)	0.4	0.3	0.5	0.4	0.3	0.3	45.3
Insurance	0.3 (A)	0.6	0.2	0.9	0.6	0.3	0.2	78.8
Other expenses	5.7 (A)	7.7	5.4	11.1	6.9	5.0	5.6	98.1
<u>Total expenses</u>	96.4 (A)	97.0	96.4	100.4	96.0	95.7	96.5	100.0
<u>Net profit/loss</u>	3.7 (A)	3.8	3.6	3.5	3.9	4.3	3.4	99.8

Average number of paid employees

6.1 1.5 10.9 0.5 2.4 6.0 15.7

FINANCIAL RATIOS

Interest coverage ratio	4.6	2.9	5.0	2.2	3.2	4.9	5.1
Gross margin (%)	32.7	46.2	31.3	49.3	45.2	34.3	30.2

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)	68.0						
Total revenue	1119.6 (A)	206.8	1749.5	86.7	309.4	870.5	2527.0
Total expenses	1055.5 (A)	180.8	1659.3	69.2	276.0	810.5	2409.6
Net profit	63.9 (A)	25.8	90.0	17.3	33.1	59.6	117.1

Non-Profitable

Total revenue	552.9 (A)	167.3	1432.2	70.6	274.2	806.6	2488.8
Total expenses	583.6 (A)	187.1	1487.5	89.5	294.4	841.1	2578.9
Net loss	-28.1 (A)	-16.1	-55.5	-12.3	-20.1	-34.4	-90.0

Updated: 2004-10-08

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PRODUCT SOURCES

NAME: Alberta Importers and Distributors
ADDRESS: 4321 - 14th Street NE
Calgary, Alberta T2E 7A9
PHONE: (403) 250-3088 **FAX:** (403) 291-9534
PRODUCTS: Toys, games, models, kits, puzzles, party favours, Christmas orders

NAME: Alberta Hobby - Craft Wholesale Limited
ADDRESS: 7290 - 11th Street South East
Calgary, Alberta T2H 2S9
PHONE: (403) 252-4177
PRODUCTS: Complete line of crafts & floral supplies.

NAME: Directory of Suppliers for Craft Materials (Craft Resource Guide)
ADDRESS: Ontario Crafts Council
170 Bedford Road
Toronto, Ontario M5R 2K9
PHONE: (416) 925-4222 **FAX:** (416) 925-422
PRODUCTS: Pottery supplies and products.
WEB SITE: <http://www.craft.on.ca/>
E-MAIL: info@craft.on.ca

NAME: Gales Wholesale Limited
ADDRESS: 1600 Elliot Street
Regina, Saskatchewan S4N 6L1
PHONE: (306) 757-8545 **FAX:** (306) 359-7017
PRODUCTS: An unbelievable selection of hobby & craft supplies.
WEB SITE: www.galeswholesale.com
E-MAIL: sales@galeswholesale.com

PRODUCT SOURCES

NAME: Lewiscraft Corporation
ADDRESS: 40 Commander Boulevard
Scarborough, Ontario M1S 3S2
PHONE: (416) 291-8406 **FAX:** (416) 291-3876
PRODUCTS: Complete arts and crafts supplies (annual catalogue).
WEB SITE: <http://www.lewiscraft.ca/>
E-MAIL: info@lewiscraft.ca

NAME: Shaben International Inc.
ADDRESS: 14735 124th Avenue
Edmonton, Alberta T5L 3B2
PHONE: (780) 452-3830 **FAX:** (780) 455-8500
Or 1-800-565-0384 Or 1-888-455-8558
PRODUCTS: Toys, stationary, Timex & Memorex, Expert toy/stationary
WEBSITE: www.shaben.com

NAME: Bluepath Industries Limited
ADDRESS: 15022 116th Avenue
Edmonton, Alberta T5M 3T4
PHONE: (780) 454-2086 **FAX:** (780) 452-0068
Or 1-800-463-2388
PRODUCTS: Manufacturers of "CHUNKIE" children's markers, face paints, "TEAM SPIRIT"
face paints, "ROYAL" Bingo Daubers
WEB SITE: <http://www.bluepath.com>
E-MAIL: bluepath@telusplanet.net

PRODUCT SOURCES

NAME: Fisher Price Inc. (Mattel Canada Inc.)

ADDRESS: 6155 Freemont Blvd.
Mississauga, Ontario L5R 3W2

PHONE: (905) 501-0404
Or 1-800-665-6288

PRODUCTS: Fisher Price toys

WEB SITE: <http://www.fisher-price.com>

NAME: Model Craft Inc.

ADDRESS: 4312 Norfolk Street
Burnaby, British Columbia V5G 4J9

PHONE: (604) 437-1166 **FAX:** (604) 437-1164

PRODUCTS: Academy plastic model kits, Estes & Quest model rockets.

WEB SITE: www.modelcraft.com

E-MAIL: info@modelcraft.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Western Retail Interiors

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (306) 477-2244 **FAX:** (306) 477-0550
Or 1-800-665-0550

PRODUCTS: Manufacturers and distributors of store fixtures, Store layouts.

WEB SITE: <http://www.westernretail.com>

NAME: Alsort Store Fixtures & Interiors Ltd.

ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6

PHONE: (306) 352-6700 **FAX:** (306) 352-4100

PRODUCTS: Layout design, shelving, etc.

WEB SITE: www.alsort.com

E-MAIL: alsort@sasktel.net

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711
Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Store planning, fixtures, equipment, shelving design, layouts & racking

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Johnston Equipment

ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2

PHONE: (306) 721-2300
Or 1-800-668-5586

FAX: (306) 721-2175

PRODUCTS: Layouts, design, installation, metal shelving & racking etc.

WEBSITE: www.gjohnston.com

NAME: Fairwell Commercial Interiors Ltd.

ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2

PHONE: (306) 586-6854

FAX: (306) 586-3631

PRODUCTS: Contractor

NAME: Blazer Store Fixtures Inc.

ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7

PHONE: (306) 244-1212

FAX: (306) 244-4412

PRODUCTS: New & used shelving, accessories, slatwalls, counters, etc.

WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>

E-MAIL: blazerstorefixtures@sasktel.net

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Westmount Store Fixtures
ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4
PHONE: (780) 424-8950 **FAX:** (780) 425-8578
Or 1-800-561-1951
PRODUCTS: Shure Sell store fixtures, layouts and design.
WEBSITE: www.westmountstorefixtures.com
E-MAIL: fixtures@westmountstorefixtures.com

NAME: Mayer's Packaging Ltd.
ADDRESS: 50 Mandalay Drive
Winnipeg, Manitoba R2X 2Z2
PHONE: (204) 774-1651 **FAX:** (204) 783-7760
Or 1-800-801-1651
PRODUCTS: Shelving, racks, boxes, gift-wrap, bows, etc.
WEB SITE: <http://www.mayers.ca>
E-MAIL: winnipeg@mayerspackaging.com

NAME: W. R. Display & Packaging
ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7
PHONE: (204) 925-7900 **FAX:** (204) 925-7910
Or 1-800-665-8447 Or 1-800-668-4743
PRODUCTS: Retail display and packaging equipment and suppliers.
WEB SITE: <http://www.wrdisplay.ca>
E-MAIL: info@wrdisplay.ca

HOBBY/TOY STORE

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Planned Commercial Interiors

ADDRESS: 4330 Robinson Street
Regina, Saskatchewan S4S 3E3

PHONE: (306) 347-7875 **FAX:** (306) 347-7762

PRODUCTS: Display fixtures, equipment, and layout.

TRADE SHOWS

NAME: Creative Sewing and Needlework Festival

FREQUENCY: Bi-annual - spring & fall (Consumer) in Mississauga & Toronto

ADDRESS: International Showcase Associates Inc.
15 Wertheim Court, Suite 502
Richmond Hill, Ontario L4B 3H7

PHONE: (905) 709-0100
Or 1-800-291-2030

FAX: (905) 709-0079

PRODUCTS: Tools, techniques & inspiration for sewing, knitting, quilting, spinning, needlework and crafts. Fabrics, yarns, patterns, notions, trimmings, sewing, knitting machines, sergers, etc.

WEB SITE: www.csnf.com

E-MAIL: info@csnf.com

NAME: Craft-Expo

FREQUENCY: Annual - spring (Consumer) in Sudbury & Timmins

ADDRESS: DAC Marketing Limited
PO Box 2837 Station A
Sudbury, Ontario P3A 5J3

PHONE: (705) 668-2260
Or (705) 673-5588

FAX: (705) 525-0626

PRODUCTS: Woodwork, pottery, quilting, stained glass, country crafts, knitting, ceramics, paintings, leatherwork, and floral.

WEBSITE: <http://www.dacshows.com/shows/index.html#Craft>

E-MAIL: dac@vianet.on.ca

TRADE SHOWS

NAME: The Hobby Show

FREQUENCY: Semi-annual - November (Consumer & Trade) in Mississauga

ADDRESS: The Hobby Show Inc
365 Colonsay Court
Oshawa, Ontario L1J 6H3

PHONE: (905) 428-6466 **FAX:** (905) 579-9899

PRODUCTS: Woodwork, radio control cars, planes, helicopters & boats, model railroads, steam engines, ceramics, bunka, tole painting, folk art, quilting, sewing, needlework.

WEB SITE: <http://www.thehobbyshow.com>

E-MAIL: hobby@thehobbyshow.com

NAME: Our Best To You Art & Craft Sale

FREQUENCY: Annual - November (Consumer) in Regina

ADDRESS: Our Best To You Art & Craft Sale
PO Box 431
Okotoks, Alberta T1S 1A6

PHONE: (403) 938-8102 **FAX:** (403) 938-8102

PRODUCTS: Hand-made arts and crafts.

WEBSITE: www.saskcraftcouncil.org

E-MAIL: saskcraftcouncil@shaw.ca

TRADE ASSOCIATIONS

NAME: Canadian Craft and Hobby Association (CCHA)
ADDRESS: #24 1410 40th Ave NE
Calgary, Alberta T2E 6L1
PHONE: (403) 291-0559 **FAX:** (403) 291-0675
Or 1-888-991-0559
WEB SITE: <http://www.cdncraft.org>
E-MAIL: ccha@cdncraft.org

NAME: Canadian Crafts Federation (CCF)
ADDRESS: c/o: Canadian Crafts Council, Designers Walk
#300 170 Bedford Rd
Toronto, Ontario M5R 2K9
PHONE: (905) 891-5928 **FAX:** (905) 278-6973
WEB SITE: <http://www.canadiancraftsfederation.ca>
E-MAIL: info@canadiancraftsfederation.ca

NAME: Saskatchewan Crafts Council (SCC)
ADDRESS: 813 Broadway Avenue
Saskatoon, Saskatchewan S7N 1B5
PHONE: (306) 653-3616 **FAX:** (306) 244-2711
WEB SITE: <http://www.saskcraftcouncil.org>
E-MAIL: saskcraftcouncil@shaw.ca

TRADE ASSOCIATIONS

NAME: Saskatchewan Arts Board

ADDRESS: 2135 Broad St
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-4056
Or 1-800-667-7526

FAX: (306) 787-4199

WEB SITE: www.artsboard.sk.ca

E-MAIL: sab@artsboard.sk.ca

TRADE JOURNALS

NAME: Canadian Ceramics Quarterly

FREQUENCY: Quarterly

ADDRESS: Canadian Ceramics Society
2175 Sheppard Avenue East, Ste 110
Willowdale, Ontario M2J 1W8

PHONE: (416) 361-5286 **FAX:** (416) 491-1670

NAME: Toys & Games

FREQUENCY: Bimonthly

ADDRESS: Chelsie Communications Inc
61 Alness St, Suite 224
North York, Ontario M3J 2H2

PHONE: (416) 663-9229 **FAX:** (416) 663-2353

WEBSITE: www.toysandgamesmag.com

E-MAIL: toymag@idirect.com

NAME: The Toy Book

ADDRESS: Adventure Publishing Group, Inc.
1107 Broadway, Suite 1204
New York, New York 10010

PHONE: (212) 575-4510 **FAX:** (212) 575-4521

COMMENTS: Serves toy/gift retailers & toy manufacturers, wholesalers & distributors

WEBSITE: www.adventurepub.com

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca





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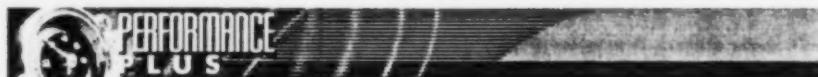
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Report Criteria: 2000 ▸ Canada ▸ All Businesses ▸ % of Total Revenue ▸ 45112

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 45112 - Hobby, Toy and Game Stores

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	730							
Revenue Range:								
Low Value (\$ 000)	30	30	135	30	66	135	279	
High Value (\$ 000)	5000	135	5000	66	135	279	5000	

(percent of total revenue)

Total revenue	100.0 (B)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	63.6 (A)	53.2	65.2	46.6	56.6	72.8	63.0	96.6
Wages and benefits	1.5 (B)	1.8	1.5	1.5	1.8	0.3	1.9	5.8
Purchases, materials and sub-contracts	61.8 (A)	54.3	62.8	47.0	59.4	64.4	62.2	96.3
Opening inventory	17.5 (B)	29.0	15.7	25.9	29.3	22.5	13.8	55.3
Closing inventory	17.2 (B)	31.9	14.7	27.8	33.9	14.4	14.9	53.5
Operating expenses (indirect expenses)	36.7 (A)	47.2	35.1	47.8	46.5	37.7	34.3	99.9
Labour and commissions	11.6 (A)	6.3	12.6	4.7	6.8	8.7	13.6	80.1
Amortization and depletion	1.4 (B)	2.9	1.2	4.2	2.2	1.5	1.1	83.8
Repairs and maintenance	0.7 (C)	1.3	0.6	2.4	0.8	0.6	0.6	65.9
Utilities and telephone/telecommunication	1.6 (B)	4.1	1.2	4.9	3.7	1.8	1.0	85.1
Rent	8.0 (B)	11.5	7.4	6.8	13.4	10.9	6.4	81.6
Interest and bank charges	2.2 (B)	4.3	1.9	3.6	4.4	2.5	1.7	93.1
Professional and business fees	1.3 (A)	2.0	1.2	1.7	2.0	1.6	1.1	90.6
Advertising and promotion	2.0 (B)	2.8	1.8	4.4	2.3	2.3	1.7	84.2
Delivery, shipping and warehouse expenses	0.6 (B)	1.3	0.5	2.4	0.8	0.5	0.5	36.9
Insurance	0.6 (B)	1.1	0.5	1.3	0.9	0.7	0.4	75.9
Other expenses	6.8 (A)	10.0	6.3	11.4	9.2	6.6	6.2	99.9
Total expenses	100.3 (A)	100.4	100.4	94.4	103.2	110.5	97.3	100.0
Net profit/loss	-0.2 (A)	-0.5	-0.2	5.8	-3.3	-10.6	2.9	100.0

Average number of paid employees

1.8 0.3 3.3 0.1 0.4 1.0 5.6

FINANCIAL RATIOS

Interest coverage ratio

0.9 0.9 0.9 2.6 0.2 -3.2 2.7

Gross margin (%)

36.4 46.6 34.8 53.4 43.4 27.2 37.0

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

57.8

Total revenue

304.1 (B) 71.5 485.0 42.9 103.1 188.2 737.1

Total expenses

284.0 (B) 61.4 457.2 32.1 93.7 172.3 699.0

Net profit

20.6 (B) 9.9 28.7 10.7 9.1 15.6 40.0

Non-Profitable

Total revenue

187.5 (B) 76.1 352.0 38.9 91.1 215.2 528.8

Total expenses

217.1 (B) 88.0 408.2 45.2 104.9 292.6 556.5

Net loss

-29.6 (A) -11.8 -56.2 -6.0 -13.7 -77.3 -28.0

Undated: 2004-05-20

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PRODUCT SOURCES

NAME: Saputo Milk Division
ADDRESS: 425 Winnipeg Street
Regina, Saskatchewan S4R 8P2
PHONE: (306) 924-1350
Or 1-877-341-8700 **FAX:** (306) 924-1342
PRODUCTS: Dairy products
WEBSITE: www.saputo.com

NAME: Western Grocers Limited
ADDRESS: 921 Broad Street
Regina, Saskatchewan S4R 8G9
PHONE: (306) 525-5262
PRODUCTS: Groceries, meats & sundries.

NAME: MacDonalds Consolidated
ADDRESS: 1020 - 64th Avenue N.E.
Calgary, Alberta T2E 5V8
PHONE: (403) 730-3584
Or 1-800-933-7515 **FAX:** (403) 730-3919
Or 1-866-435-7378
PRODUCTS: Groceries, variety products, frozen foods.
WEBSITE: www.macdonaldsconsolidated.com

NAME: Chef-Redi Meats Incorporated
ADDRESS: 11 - 501 45th Street W
Saskatoon, Saskatchewan S7L 5Z9
PHONE: (306) 665- 3266
Or 1-800-667-3975 **FAX:** (306) 975-1355

PRODUCT SOURCES

NAME: Fellingier J. & Son's Meat

ADDRESS: 1801 Quebec Street
Regina, Saskatchewan S4P 1J6

PHONE: (306) 522-7508 **FAX:** (306) 525-0553

Or

415 Athabasca St. E
Moose Jaw, Saskatchewan S6H 0L9

PHONE: (306) 692-8833

NAME: Fuhrmann Meats (1978) Limited

ADDRESS: 606 Henderson Drive
Regina, Saskatchewan S4N 5X3

PHONE: (306) 721-6661 **FAX:** (306) 721-0012
Or 1-800-667-9995

NAME: Harvest Meats Co. Ltd.

ADDRESS: Box 68
Yorkton, Saskatchewan S3N 2V6

PHONE: (306) 783-9446 **FAX:** (306) 783-9298
Or 1-800-667-1496

WEBSITE: www.harvestmeats.com

E-MAIL: inquiries@harvestmeats.com

NAME: Tendercut Meats TC 20000 Inc.

ADDRESS: 1209 Winnipeg Street
Regina, Saskatchewan S4R 1K1

PHONE: (306) 546-4400 **FAX:** (306) 546-4411

WEBSITE: www.tendercut.ca

E-MAIL: sales@tendercut.ca

HOTEL/MOTEL

PRODUCT SOURCES

NAME: Mitchell's Gourmet Foods Inc.

ADDRESS: 3003 11th St West
P.O. Box 850
Saskatoon, Saskatchewan S7K 3V4

PHONE: (306) 382-2210 **FAX:** (306) 931-4315

WEB SITE: <http://www.mitchellsgourmetfoods.com/>

E-MAIL: mgfmail@mgf.ca

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Alsort Store Fixtures & Interiors Ltd.
ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6
PHONE: (306) 352-6700 **FAX:** (306) 352-4100
PRODUCTS: Layout design, shelving, refrigeration units & racking.
WEB SITE: www.alsort.com
E-MAIL: alsort@sasktel.net

NAME: Geanel Restaurant Supplies Ltd.
ADDRESS: 611 Park Street
Regina, Saskatchewan S4N 5N1
PHONE: (306) 721-7414 **FAX:** (306) 721-4900
Or 1-800-838-7584 Or (306) 721-4901
PRODUCTS: All major equipment lines, planning, design, leases.
WEBSITE: www.geanel.com
E-MAIL: info@geanel.com

NAME: Russell Food Equipment Limited
ADDRESS: 1475 Rose Street
Regina, Saskatchewan S4R 2A1
PHONE: (306) 525-3333 **FAX:** (306) 757-3551
Or 1-888-838-3323
PRODUCTS: Planning, leasing food equipment, supplies, sales & service of new and used equipment.
WEBSITE: www.russellfood.ca
E-MAIL: regina@russellfood.ca

HOTEL/MOTEL**TRADE SHOWS**

NAME: HostEx 200X

FREQUENCY: Annual - October (Trade)

ADDRESS: Canadian Restaurant & Foodservices Association (CRFA)
316 Bloor Street West
Toronto, Ontario M5S 1W5

PHONE: (416) 923-8416
Or 1-800 387-5649

FAX: (416) 923-1450

PRODUCTS: Food & beverage products, equipment and services for food/service & accommodation industries.

WEB SITE: www.crfa.ca/index_hostexshow.htm

E-MAIL: info@crfa.ca

NAME: Centrex

FREQUENCY: Annual - April (Trade)

ADDRESS: Manitoba Hotel Association
1505 - 155 Carlton St
Winnipeg, Manitoba R3C 3H8

PHONE: (204) 942-0671

FAX: (204) 942-6719

PRODUCTS: Food products, equipment and services for hotels, restaurants, motels, institutions, hospitals & industrial caterers.

WEB SITE: <http://www.centrex.mb.ca/>

E-MAIL: info@manitobahotelassociation.ca

TRADE SHOWS

NAME: Hospitality Trade Exposition

FREQUENCY: Annual - November (Trade)

ADDRESS: Lemaire & Co. Event Management
248 - 1857 W. 4th Ave
Vancouver, British Colombia V6J 1M4

PHONE: (604) 736-3118 **FAX:** (604) 730-6968

PRODUCTS: Beverages, furniture, bedding, lighting, sound equipment and insurance.

WEB SITE: <http://www.hospitality-trade.com/>

E-MAIL: info@hospitality-trade.com

TRADE ASSOCIATIONS

NAME: Hotels Association of Saskatchewan
ADDRESS: #302 - 2080 Broad Street
Regina, Saskatchewan S4P 1Y3
PHONE: (306) 522-1664 **FAX:** (306) 525-1944
Or 1-800-667-1118 (SK)
WEB SITE: <http://www.hotelsofsask.com/>

NAME: The Hotel Association of Canada
ADDRESS: #1206, 130 Albert Street
Ottawa, Ontario K1P 5G4
PHONE: (613) 237-7149 **FAX:** (613) 237-8928
WEB SITE: <http://www.hotelassociation.ca/>
E-MAIL: info@hotelassociation.ca

NAME: Tourism Saskatchewan
ADDRESS: 1922 Park Street
Regina, Saskatchewan S4P 3V7
PHONE: (306) 787-9600 Fax (306) 787-0715
Or 1-877-237-2273
WEB SITE: <http://www.sasktourism.com/>

NAME: Canadian Restaurant & Foodservices Association (CRFA)
ADDRESS: 316 Bloor Street West
Toronto, Ontario M5S 1W5
PHONE: (416) 923-8416 **FAX:** (416) 923-1450
Or 1-800-387-5649
WEB SITE: www.crfa.ca
E-MAIL: info@crfa.ca

TRADE JOURNALS

NAME: International Journal of Hospitality & Tourism Administration
FREQUENCY: Quarterly
ADDRESS: The Haworth Press Inc
10 Alice St
Binghamton, New York 13904
PHONE: (607) 722-5857 **FAX:** 1-800-895-0582
Or 1-800-429-6784
WEBSITE: www.haworthpress.com
E-MAIL: getinfo@haworthpress.com

NAME: Foodservices and Hospitality Magazine
FREQUENCY: Monthly
ADDRESS: Kostuch Publications Limited
23 LesMill Road, Suite 101
Don Mills, Ontario M3B 3P6
PHONE: (416) 447-0888 **FAX:** (416) 447-0533
WEB SITE: <http://www.foodserviceworld.com/fsworld/index.shtml>

NAME: Cornell Hotel & Restaurant Admin. Quarterly
FREQUENCY: Quarterly
ADDRESS: Centre for Hospitality Research
535 Statler Hall
Ithaca, New York 14853-6902
PHONE: (607) 255-9780 **FAX:** (607) 254-2922
WEBSITE: www.hotelschool.cornell.edu/publications
E-MAIL: hosp_research@cornell.edu

OTHER MARKET DATA SOURCES

NAME: Restaurant, Caterer and Tavern Statistics
FREQUENCY: Monthly
AUTHOR: Statistics Canada 63-011-XIE
USE: Receipts by chain / independent and kind of business.
ISSN: 1496-3280 (International Standard Serial Number)
ADDRESS: Statistical Reference Centre (National Capital Region)
Rm. 1500, Main Building, Holland Avenue
Ottawa, Ontario K1A 0T6
PHONE: 1-800-263-1136 **FAX:** 1-877-287-4369
WEBSITE: <http://www.statcan.ca:8096/bsolc/english/bsolc?catno=63-011-XIE>
E-MAIL: infostats@statcan.ca

NAME: Restaurant Industry Operations Report
AUTHOR: National Restaurant Association
1200 17th St., NW
Washington, DC 20036
PHONE: (202) 331-5900 **FAX:** (202) 331-2429
Or 1-800-424-5156
USE: Information on operations by restaurant type, location, sales volume, etc.
WEBSITE: http://www.restaurant.org/store/webpage.cfm?WebPage_ID=28&DID=12

NAME: Foodservice and Hospitality (merged with Canadian Hotel & Restaurant)
FREQUENCY: Annual
ADDRESS: Kostuch Publications Limited
23 LesMill Road, Suite 101
Don Mills, Ontario M3B 3P6
PHONE: (416) 447-0888 **FAX:** (416) 447-0533
USE: Market Data
WEB SITE: www.foodserviceworld.com/fsworld/index.shtml

OTHER MARKET DATA SOURCES

NAME: Market Watch - Wine, Spirits & Beer

PUBLISHERS: M. Shanken Communications, Inc.

ADDRESS: 387 Park Ave. South
New York, New York 10016

PHONE: (212) 481-8610 **FAX:** (212) 779-3383

COMMENTS: Identifies trends in the alcohol industry and future growth areas for restaurants, hotels and retailers

TRAINING & STANDARDS

NAME: Saskatchewan Tourism Education Council (STEC)
(division of Tourism Saskatchewan)

ADDRESS: 321 Fourth Avenue North
Saskatoon, Saskatchewan S7K 2L8

PHONE: (306) 933-5900 **FAX:** (306) 933-6250
Or 1-800-331-1529

WEBSITE: www.stec.com

E-MAIL: stec@sasktourism.com

PROGRAMS: It's Good Business

Train the Workplace Trainer

Training for Supervisors

Market Ready!

Saskatchewan Best

Certification in 30 Occupational Standards

Tourism Careers – Ready to Work (formerly Tourism Careers for Youth)

Career Information / Opportunities / Planning

Tourism Transferable Skills Workshops

- Team Building 1 & 2
- Establishing Rapport with Customers
- Conflict Resolution
- Stress Management
- Barriers to Listening and Communication
- Supervisory and Management Communications
- Making Customer Complaints Positive
- Frontline Staff Communications
- Table Service Techniques
- Food & Beverage Server Suggestive Selling
- Front Desk Agent Suggestive Selling Techniques
- Hire and Inspire

Training Videos (for rent)

Resource Centre

Contact STEC for detailed information on the above programs

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca

REGULATIONS AND STANDARDS

REFERENCE:

(1) The Public Accommodation Regulations and Provincial Itinerant Use Accommodation Standards.
(2) Public Eating Establishment Regulations and Public Eating Establishment Standards.
Under the Public Health Act, 1994
Chapter P-37 Reg #3.

(3) The Swimming Pool Regulations, 1999 and General Pool Design/Operational Standards, Swimming Pool Design/Operational Standards, Whirlpool Design/Operational Standards, Water Theme Facility Design/Operational Standards.
Under the Public Health Act, 1994
Chapter P-37 Reg #7

ADDRESS:

Saskatchewan Health
T.C. Douglas Building
3475 Albert Street
Regina, Saskatchewan S4S 6X6

PHONE:

1-800-667-7766 (Saskatchewan only)

WEBSITE:

www.health.gov.sk.ca

E-MAIL:

webmaster@health.gov.sk.ca

COMMENTS:

Copies of the "Public Health Act, 1994" are available at the Queen's Printer;
<http://www.qp.gov.sk.ca/index.cfm?fuseaction=publications.details&p=786>





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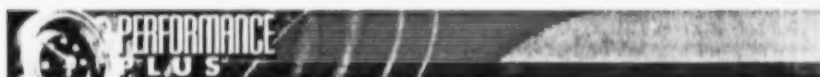
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Report Criteria: 2000 Canada All Businesses % of Total Revenue 72111

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada

NAICS Number 72111 - Hotels (except Casino Hotels) and Motels

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	5970							
Revenue Range:								
Low Value (\$ 000)	30	30	234	30	100	234	631	
High Value (\$ 000)	5000	234	5000	100	234	631	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	30.7 (A)	18.4	32.0	18.3	19.1	25.2	33.5	57.3
Wages and benefits	4.6 (A)	1.0	5.0	0.6	1.1	2.9	5.5	12.8
Purchases, materials and sub-contracts	26.0 (A)	17.4	27.0	17.5	17.9	22.2	28.0	56.5
Opening inventory	0.8 (B)	1.5	0.7	0.6	1.9	1.0	0.7	22.8
Closing inventory	0.8 (B)	1.4	0.8	0.4	1.8	0.9	0.7	22.9
Operating expenses (indirect expenses)	65.8 (A)	77.4	64.6	82.2	74.7	71.1	63.2	100.0
Labour and commissions	20.6 (A)	17.1	21.0	13.0	18.4	23.0	20.6	84.1
Amortization and depletion	5.7 (A)	7.8	5.5	9.4	7.1	6.3	5.3	87.3
Repairs and maintenance	4.3 (A)	6.1	4.1	7.6	5.5	4.7	4.0	88.5
Utilities and telephone/telecommunication	5.2 (A)	9.9	4.7	11.4	9.1	6.7	4.2	87.7
Rent	2.4 (A)	1.9	2.4	1.9	1.8	2.0	2.5	40.9
Interest and bank charges	6.5 (A)	9.2	6.2	10.2	8.9	7.4	5.9	95.5
Professional and business fees	3.1 (A)	3.4	3.1	3.5	3.3	2.7	3.2	92.5
Advertising and promotion	2.1 (A)	1.7	2.2	1.7	1.6	1.8	2.3	84.7
Delivery, shipping and warehouse expenses	(F)							
Insurance	1.1 (A)	2.3	0.9	2.8	2.1	1.5	0.8	83.1
Other expenses	14.7 (A)	17.7	14.4	19.9	16.8	15.0	14.2	98.8
Total expenses	96.5 (A)	95.8	96.6	100.5	93.8	96.3	96.7	100.0
Net profit/loss	3.5 (A)	4.2	3.4	-0.4	6.3	3.7	3.3	99.5

Average number of paid employees	7.8	1.2	14.5	0.5	1.8	5.6	23.3
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FINANCIAL RATIOS

Interest coverage ratio	1.5	1.5	1.5	1.0	1.7	1.5	1.6
Gross margin (%)	69.3	81.6	68.0	81.7	80.9	74.8	66.5

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)	64.9						
Total revenue	621.2 (A)	115.3	1065.1	65.3	154.0	379.7	1689.6
Total expenses	564.2 (A)	95.2	975.9	53.3	127.5	337.7	1557.3
Net profit	57.0 (A)	20.1	89.2	12.1	26.4	41.9	132.4

Non-Profitable

Total revenue	464.0 (A)	103.4	930.1	60.2	154.7	390.3	1585.1
Total expenses	512.8 (A)	121.4	1018.5	76.0	175.3	431.5	1730.7
Net loss	-48.8 (A)	-17.9	-88.3	-15.8	-20.5	-41.1	-145.0

Updated: 2006-05-08

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ICE CREAM SHOP

PRODUCT SOURCES

NAME: Mario's Gelati Ltd.
(Factory and Wholesale Store)

ADDRESS: 88 East 1st Avenue
Vancouver, British Columbia V5T 1A1

PHONE: (604) 879-9411 **FAX:** (604) 879-0435

PRODUCTS: Natural Italian ice cream (made to order specialty ice cream). Wholesale & retail.

WEB SITE: <http://www.mariosgelati.com>

E-MAIL: info@mariosgelati.com

NAME: Saputo Milk Division

ADDRESS: 425 Winnipeg Street
Regina, Saskatchewan S4R 8P2

PHONE: (306) 924-1350 **FAX:** (306) 924-1352
Or 1-877-341-8700

Or

ADDRESS: 122 Wakooma Street
Saskatoon, Saskatchewan S7R 1A8

PHONE: (306) 668-6833 **FAX:** 1-800-382-8555
Or 1-877-341-8700
Or 1-800-667-1228

PRODUCTS: Ice cream & a variety of other dairy products.

WEBSITE: www.saputo.com

NAME: MacDonalds Consolidated

ADDRESS: 1020 - 64th Avenue N.E.
Calgary, Alberta T2E 5V8

PHONE: (403) 730-3584 **FAX:** (403) 730-3919
Or 1-800-933-7515 Or 1-866-435-7378

WEBSITE: www.macdonaldsconsolidated.com

PRODUCTS: Wholesale grocery, variety produce and frozen food.

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Hill and Kelvinator display cases, coolers, freezers, shelving, planning, layouts, softserve shake, yogurt & slush machines (Electrofreeze).

NAME: Harlan Fairbanks

ADDRESS: 297 Mill Street, PO Box 3751 Stn Main
Regina, Saskatchewan S4P 3N8

PHONE: (306) 757-2490 **FAX:** (306) 757-2491

PRODUCTS: Softserve machines, dipping cabinets, yogurt freezers, slush freezers, shake machines, batch makers, cones, toppings, sundae dishes, banana boats & accessories.

NAME: Alsort Store Fixtures & Interiors Ltd.

ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6

PHONE: (306) 352-6700 **FAX:** (306) 352-4100

PRODUCTS: Layout design, shelving, refrigeration units & racking.

WEB SITE: www.alsort.com

E-MAIL: alsort@sasktel.net

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Geanel Restaurant Supplies Limited

ADDRESS: 611 Park Street
Regina, Saskatchewan S4N 5N1

PHONE: (306) 721-4900 **FAX:** (306) 781-2047

PRODUCTS: All major equipment lines, planning, design, leases.

WEBSITE: www.geanel.com

E-MAIL: info@geanel.com

NAME: Russell Food Equipment Limited

ADDRESS: 1475 Rose Street
Regina, Saskatchewan S4R 2A1

PHONE: (306) 525-3333 **FAX:** (306) 757-3551
Or 1-888-838-3323

PRODUCTS: Planning, leasing food equipment, supplies, sales & service of new and used equipment.

WEBSITE: www.russellfood.ca

E-MAIL: regina@russellfood.ca

NAME: Western Custom Build Products (P.A.) Ltd.

ADDRESS: 325 17th Street West
Prince Albert, Saskatchewan S6V 3X6

PHONE: (306) 764-5544 **FAX:** (306) 922-3377

PRODUCTS: The kitchen experts. Custom kitchen builders.

TRADE SHOWS

NAME: Hostex 200X

FREQUENCY: Annual - October (Trade)

ADDRESS: Canadian Restaurant & Foodservices Association (CRFA)
316 Bloor Street
Toronto, Ontario M5S 1W5

PHONE: (416) 923-8416
Or 1-800 387-5649

FAX: (416) 923-1450

PRODUCTS: Food & beverage products, equipment and services for food/service & accommodation industries.

WEB SITE: <http://www.crfa.ca/tradeshows/hostex/>

E-MAIL: info@crfa.ca

NAME: ApEx 200X

FREQUENCY: Annual - April (Trade)

ADDRESS: Canadian Restaurant & Foodservices Association (CRFA)
5121 Sackville St, Suite 201
Halifax, Nova Scotia B3J 1K1

PHONE: (902) 425-0061
Or 1-877-755-1938

FAX: (902) 422-1161

PRODUCTS: Beverages, equipment, hotel housekeeping supplies, etc.

WEB SITE: <http://www.crfa.ca/tradeshows/hostex/>

E-MAIL: info@crfa.ca

TRADE ASSOCIATIONS

NAME: National Ice Cream Retailers Association
ADDRESS: 1841 Hicks Road, Suite C
Rolling Meadows, Illinois 60008
PHONE: (847) 934-0296 **FAX:** (847) 202-4791
WEB SITE: www.nicra.org
E-MAIL: info@nicra.org

NAME: Tourism Saskatchewan
ADDRESS: 1922 Park St
Regina, Saskatchewan S4P 3V7
PHONE: (306) 787-9600
Or 1-877-237-2273
WEB SITE: <http://www.sasktourism.com/>

NAME: Canadian Restaurant & Foodservices Association (CRFA)
ADDRESS: 316 Bloor Street West
Toronto, Ontario M5S 1W5
PHONE: (416) 923-8416 **FAX:** (416) 923-1450
Or 1-800-387-5649
WEB SITE: <http://www.crfa.ca/>
E-MAIL: info@crfa.ca

NAME: Dairy Farmers of Canada (DFC)
ADDRESS: 75 Albert St, Suite 1101
Ottawa, Ontario K1P 5E7
PHONE: (613) 236-9997 **FAX:** (613) 236-0905
Or 1-800-361-4632
WEB SITE: www.dairyfarmers.org

TRADE ASSOCIATIONS

NAME: Dairy Farmers of Saskatchewan (Saskatchewan Dairy Foundation)

ADDRESS: 2 - 425 Winnipeg Street
Regina, Saskatchewan S4R 8P2

PHONE: (306) 949-6999 **FAX:** (306) 949-2605

WEBSITE: www.dairyfarmers.org

E-MAIL: sdf.dairy@sasktel.net

TRADE JOURNALS

NAME: Cornell Hotel & Restaurant Admin. Quarterly
FREQUENCY: Quarterly
ADDRESS: Centre for Hospitality Research
535 Statler Hall
Ithaca, New York 14853-6902
PHONE: (607) 255-9780 **FAX:** (607) 254-2922
WEBSITE: www.hotelschool.cornell.edu/publications
E-MAIL: hosp_research@cornell.edu

NAME: News and Views
ADDRESS: Dairy Farmers of Saskatchewan (Saskatchewan Dairy Foundation)
2 - 425 Winnipeg Street
Regina, Saskatchewan S4R 8P2
PHONE: (306) 949-6999 **FAX:** (306) 949-2605
WEBSITE: www.dairyfarmers.org
E-MAIL: sdf.dairy@sasktel.net

OTHER MARKET DATA SOURCES

NAME: Restaurant, Caterer and Tavern Statistics
FREQUENCY: Monthly
AUTHOR: Statistics Canada - 63-011-XIE
USE: Receipts by chain / independent and kind of business.
ADDRESS: Statistical Reference Centre (National Capital Region)
Rm. 1500, Main Building, Holland Avenue
Ottawa, Ontario K1A 0T6
PHONE: 1-800-263-1136 **FAX:** 1-877-287-4369
WEBSITE: <http://www.statcan.ca:8096/bsolc/english/bsolc?catno=63-011-XIE>
E-MAIL: infostats@statcan.ca

NAME: Wages & Working Conditions by Occupation
FREQUENCY: Annual
AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7
PHONE: (306) 787-2438 **FAX:** (306) 787-4780
Or 1-800-667-1783
WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>
E-MAIL: webmaster@lab.gov.sk.ca

TRAINING & STANDARDS

NAME: Saskatchewan Tourism Education Council (STEC)
(division of Tourism Saskatchewan)

ADDRESS: 321 Fourth Avenue North
Saskatoon, Saskatchewan S7K 2L8

PHONE: (306) 933-5900
Or 1-800-331-1529

FAX: (306) 933-6250

WEBSITE: www.stec.com

E-MAIL: stec@sasktourism.com

PROGRAMS: It's Good Business

Train the Workplace Trainer

Training for Supervisors

Market Ready!

Saskatchewan Best

Certification in 30 Occupational Standards

Tourism Careers – Ready to Work (formerly Tourism Careers for Youth)

Career Information / Opportunities / Planning

Tourism Transferable Skills Workshops

- Team Building 1 & 2
- Establishing Rapport with Customers
- Conflict Resolution
- Stress Management
- Barriers to Listening and Communication
- Supervisory and Management Communications
- Making Customer Complaints Positive
- Frontline Staff Communications
- Table Service Techniques
- Food & Beverage Server Suggestive Selling
- Front Desk Agent Suggestive Selling Techniques
- Hire and Inspire

Training Videos (for rent)

Resource Centre

Contact STEC for detailed information on the above programs

OTHER SOURCES OF INFORMATION

NAME: Starting a Restaurant, Bar or Coffee Shop (Online Business Info Guide)

CONTACT: Canada - Saskatchewan Business Service Centre

ADDRESS: 345 - 3rd Avenue South
Saskatoon, Saskatchewan S7K 2H6

PHONE: (306) 956-2323
Or 1-800-667-4374

FAX: (306) 956-2328

WEBSITE: http://www.cbisc.org/sask/sbis/search/display.cfm?code=8003&Coll=SK_PROVBIS_E

E-MAIL: saskatchewan@cbisc.ic.gc.ca

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca

REGULATIONS

REFERENCE: (1) The Public Accommodation Regulations and Provincial Itinerant Use Accommodation Standards.
(2) Public Eating Establishment Regulations and Public Eating Establishment Standards.
Under the Public Health Act, 1994
Chapter P-37 Reg #3.

ADDRESS: Saskatchewan Health
T.C. Douglas Building
3475 Albert Street
Regina, Saskatchewan S4S 6X6

PHONE: 1-800-667-7766 (Saskatchewan only)

WEBSITE: www.health.gov.sk.ca

E-MAIL: webmaster@health.gov.sk.ca

COMMENTS: Copies of the "Public Health Act, 1994" are available at the Queen's Printer;
http://www.qp.gov.sk.ca/index.cfm?fuseaction=publications_details&p=786



JANITORIAL SERVICE

PRODUCT SOURCES

NAME: Chatterson Janitorial Supplies Limited

ADDRESS: 2810 Dewdney Avenue
Regina, Saskatchewan S4T 0X7

PHONE: (306) 525-3568
Or 1-800-667-8178

FAX: (306) 569-2099

PRODUCTS: Dilution control system, sanitary paper control system. Floor care products & equipment, carpet care, all janitorial needs.

WEB SITE: <http://www.chatterson.com/>

E-MAIL: info@chatterson.com

NAME: Kemsol Products Ltd.

ADDRESS: 1120 McDonald Street
Regina, Saskatchewan S4N 4X3

PHONE: (306) 569-0636

FAX: (306) 757-5772

PRODUCTS: Advance polishers, scrubbers, floor and carpet care supplies, washroom and paper products

NAME: Magic White Janitor's Warehouse

ADDRESS: 1325 Halifax Street
Regina, Saskatchewan S4R 1T9

PHONE: (306) 522-5821
Or 1-888-728-8838

FAX: (306) 522-5825

PRODUCTS: A complete line of environmentally friendly janitorial chemicals & supplies

PRODUCT SOURCES

NAME: Custodial Supply Company
ADDRESS: 116 - 6th Avenue East
Regina, Saskatchewan S4N 5A7
PHONE: (306) 522-1020
PRODUCTS: Custodial supplies for commercial and industrial applications. Soap box supplies.

NAME: Zep Manufacturing Company of Canada Ltd.
ADDRESS: 603 Henderson Drive
Regina, Saskatchewan S4N 6A8
PHONE: (306) 721-1919 **FAX:** (306) 721-6065
Or 1-800-667-1919
PRODUCTS: Complete line of industrial and janitorial cleaning chemicals

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Shelving, racking & layout design.

NAME: Alsort Store Fixtures & Interiors Ltd.

ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6

PHONE: (306) 352-6700 **FAX:** (306) 352-4100

WEB SITE: www.alsort.com

E-MAIL: alsort@sasktel.net

NAME: Western Retail Interiors

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (303) 477-2244 **FAX:** (306) 477-0550
Or 1-800-665-0550

PRODUCTS: Acrylic fabrication, retail shelving & garment racks.

WEB SITE: <http://www.westernretail.com>

TRADE SHOWS

NAME: Salon de l'Ecosalubrite

FREQUENCY: Annual - (Trade) April in Montreal

ADDRESS: Canadian Sanitation Supply Association (CSSA)
300 Mill Road, #G-10
Etobicoke, Ontario M9C 4W7

PHONE: (416) 620-9320
Or 1-800-561-1359

FAX: (416) 620-7199
Or 1-877-620-7199

PRODUCTS: Sanitation & maintenance chemicals, equipment, tools, paper products & industrial cleaning supplies.

WEB SITE: <http://www.cssa.com>

E-MAIL: cssa@cssa.com

TRADE ASSOCIATIONS

ADDRESS: Canadian Sanitation Supply Association (CSSA)
300 Mill Road, #G-10
Etobicoke, Ontario M9C 4W7

PHONE: (416) 620-9320 **FAX:** (416) 620-7199
Or 1-800-561-1359 Or 1-877-620-7199

WEB SITE: <http://www.cssa.com>

E-MAIL: cssa@cssa.com

TRADE JOURNALS

NAME: Sanitary Maintenance
FREQUENCY: Monthly
ADDRESS: Trade Press Publishing Corporation
2100 West Florist Avenue
Milwaukee, WI 53209
PHONE: (414) 228-7701 **FAX:** (414) 228-1134
Or 1-800-727-7995

NAME: Sanitary Maintenance Buyers' Guide
FREQUENCY: Annual
ADDRESS: Trade Press Publishing Corporation
2100 West Florist Avenue
Milwaukee, WI 53209
PHONE: (414) 228-7701 **FAX:** (414) 228-1134
Or 1-800-727-7995

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca





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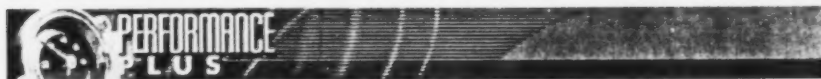
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) 56172

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number 56172 - Janitorial Services

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	5280							
Revenue Range:								
Low Value (\$ 000)	30	30	66	30	43	66	125	
High Value (\$ 000)	5000	66	5000	43	66	125	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	37.9 (A)	16.4	41.3	14.1	17.9	20.6	44.8	51.0
Wages and benefits	14.1 (A)	1.8	16.0	2.0	1.6	4.7	18.0	22.5
Purchases, materials and sub-contracts	23.9 (A)	14.5	25.3	12.2	16.3	16.0	26.9	49.7
Opening inventory	0.5 (A)	0.1	0.6	0.1	0.1	0.2	0.7	8.5
Closing inventory	0.6 (A)	0.1	0.7	0.1	0.1	0.2	0.8	8.7
Operating expenses (indirect expenses)	50.0 (A)	46.0	50.6	45.1	45.9	56.6	49.6	100.0
Labour and commissions	22.3 (A)	13.4	23.7	10.2	15.0	22.1	24.0	77.2
Amortization and depletion	2.2 (A)	3.8	2.0	4.1	3.5	3.2	1.8	83.5
Repairs and maintenance	1.2 (A)	1.1	1.2	1.2	0.9	1.5	1.1	57.8
Utilities and telephone/telecommunication	1.6 (A)	2.1	1.5	2.6	1.8	2.5	1.4	81.7
Rent	1.5 (A)	1.1	1.5	1.1	1.0	1.5	1.5	59.3
Interest and bank charges	1.1 (A)	1.2	1.1	1.1	1.4	1.0	1.1	87.1
Professional and business fees	2.0 (A)	1.3	2.1	1.3	1.3	1.5	2.2	89.5
Advertising and promotion	0.8 (A)	0.7	0.9	0.8	0.7	0.9	0.8	66.6
Delivery, shipping and warehouse expenses	0.2 (C)	0.2	0.2	0.3	0.1	0.9	0.1	27.2
Insurance	0.9 (A)	1.2	0.8	1.4	1.1	1.2	0.8	76.0
Other expenses	16.2 (A)	19.9	15.6	21.1	19.0	20.2	14.8	99.6
Total expenses	87.8 (A)	62.4	91.9	59.2	63.8	77.2	94.4	100.0
Net profit/loss	12.1 (A)	37.5	8.1	40.8	36.0	22.8	5.5	99.2

Average number of paid employees	2.4	0.3	4.7	0.2	0.3	1.0	8.1
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FINANCIAL RATIOS

Interest coverage ratio	11.9	31.3	8.4	39.0	26.9	22.7	6.0
Gross margin (%)	62.1	83.6	58.7	85.9	82.1	79.4	55.2

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)	84.9						
Total revenue	152.7 (A)	43.8	284.3	36.0	51.4	87.7	489.0
Total expenses	126.9 (A)	24.8	250.3	19.6	29.7	62.2	446.7
Net profit	25.8 (A)	19.0	33.9	16.4	21.6	25.5	42.1

Non-Profitable

Total revenue	243.2 (A)	45.3	330.8	35.6	53.0	95.2	472.0
Total expenses	254.4 (A)	52.1	343.9	40.4	61.2	102.8	488.5
Net loss	-11.2 (A)	-6.8	-13.2	-4.8	-8.3	-7.6	-16.0

Updated: 2004-08-30

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PRODUCT SOURCES

NAME: Canadian Jeweller Buyers' Guide

FREQUENCY: Annual (December)

ADDRESS: Style Communications
555 Richmond St., W, Suite 701
Bldg. Box 1108 & 1200
Toronto, Ontario M5V 3B1

PHONE: (416) 203-6737 (ext 318) **FAX:** (416) 203-1057

WEBSITE: www.canadianjeweller.com

PRODUCTS: Provides directory of services and suppliers addresses.

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Western Retail Interiors
ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4
PHONE: (306) 477-2244 **FAX:** (306) 477-0550
Or 1-800-665-0550
PRODUCTS: Manufacturers and distributors of store fixtures.
WEB SITE: <http://www.westernretail.com>

NAME: Cobb & Company Cabinets Inc.
ADDRESS: 121 Dewdney Avenue East
Regina, Saskatchewan S4N 4G3
PHONE: (306) 347-7266 **FAX:** (306) 522-1646
PRODUCTS: Custom cabinets, interior woodwork and railings.
WEBSITE: <http://www.cobbcabinets.com/home.htm>

NAME: Hussman Canada Inc.
ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8
PHONE: (306) 721-2700 **FAX:** (306) 721-4711
Or
ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan
PHONE: (306) 934-4440 **FAX:** (306) 934-7111
PRODUCTS: Shelving, design, layouts & racking.

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Johnston Equipment
ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2
PHONE: (306) 721-2300 **FAX:** (306) 721-2175
Or 1-800-668-5586
PRODUCTS: Layouts, design, installation, metal shelving & racking etc.
WEBSITE: www.gnjohnston.com

NAME: Fairwell Commercial Interiors Ltd.
ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2
PHONE: (306) 586-6854 **FAX:** (306) 586-3631
Or
ADDRESS: 1220 Scarth Street
Regina, Saskatchewan S4R 2E5
PHONE: (306) 565-3440
PRODUCTS: Contractor

NAME: Alsort Store Fixtures & Interiors
ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6
PHONE: (306) 352-6700 **FAX:** (306) 352-4100
PRODUCTS: Layout design, shelving, store fixtures, etc.
WEB SITE: <http://www.alsort.com>
E-MAIL: alsort@sasktel.net

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Blazer Store Fixtures Inc.
ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7
PHONE: (306) 244-1212 **FAX:** (306) 244-4412
PRODUCTS: New & used shelving, accessories, slatwalls, counters, etc.
WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>
E-MAIL: blazerstorefixtures@sasktel.net

NAME: Westmount Store Fixtures
ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4
PHONE: (780) 424-8950 **FAX:** (780) 425-8578
Or 1-800-561-1951
PRODUCTS: Shure Sell store fixtures, layouts and design.
WEBSITE: www.westmountstorefixtures.com
E-MAIL: fixtures@westmountstorefixtures.com

NAME: Mayer's Packaging Ltd.
ADDRESS: 50 Mandalay Drive
Winnipeg, Manitoba R2X 2Z2
PHONE: (204) 774-1651 **FAX:** (204) 783-7760
Or 1-800-801-1651
PRODUCTS: Shelving, racks, boxes, gift-wrap, bows, etc.
WEB SITE: <http://www.mayers.ca>
E-MAIL: winnipeg@mayerspackaging.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: W. R. Display & Packaging

ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7

PHONE: (204) 925-7900
Or 1-800-665-8447

FAX: (204) 925-7910
Or 1-800-668-4743

PRODUCTS: Retail display and packaging equipment and suppliers.

WEB SITE: <http://www.wrdisplay.ca>

E-MAIL: info@wrdisplay.ca

NAME: Planned Commercial Interiors

ADDRESS: 4330 Robinson Street
Regina, Saskatchewan S4S 3E3

PHONE: (306) 347-7875

FAX: (306) 347-7762

PRODUCTS: Display fixtures, equipment, and layout.

TRADE SHOWS

NAME: Alberta Gift Shows

FREQUENCY: Annual – Fall (Trade) in Edmonton

ADDRESS: dmj World Media Inc
Suite 402, 4601 Canada Way
Burnaby, British Columbia V5G 4X7

PHONE: (604) 433-5121 **FAX:** (604) 433-4807
Or 1-800-633-8332 Or (604) 434-6853

PRODUCTS: Giftwares, housewares, jewellery, leathersgoods, toys, games & decorative accessories.

WEB SITE: <http://www.albertagiftshow.com/>

NAME: Expo Prestige

FREQUENCY: Annual - August (Trade) in Montreal

ADDRESS: Quebec Jewellers' Corporation
868 Rue Brisette
Saint Julie, PQ J3E 2B1

PHONE: (514) 485-3333 **FAX:** (450) 649-8984

PRODUCTS: Silver & gold jewellery, watches, clocks, silverware, precious & semi-precious stones & gifts.

WEBSITE: www.cbq.qc.ca

E-MAIL: info@cbq.qc.ca

TRADE SHOWS

NAME: Jewellery World Expo

FREQUENCY: Annual - August (Trade) in Toronto

ADDRESS: Reed Exhibitions Canada
3761 Victoria Park Ave, Unit 1
Toronto, Ontario M1W 3S2

PHONE: (514) 845-1125 (Montreal)
(416) 491-7565 (Toronto)
Or 1-888-322-7333

FAX: (514) 845-8089 (Montreal)
(416) 491-7096 (Toronto)
Or 1-888-633-3376

PRODUCTS: Silver & gold jewellery, watches, clocks, silverware, precious & semi-precious stones & gifts.

WEB SITE: <http://www.reedexpo.ca/jewellery/>

E-MAIL: canada@reedexpo.com

TRADE ASSOCIATIONS

NAME: Canadian Jewellers Association (CJA)
ADDRESS: #600, 27 Queen St East
Toronto, Ontario M5C 2M6
PHONE: (416) 368-7616 **FAX:** (416) 368-1986
Or 1-800-580-0942
WEB SITE: www.canadianjewellers.com
E-MAIL: cja@canadianjewellers.com

NAME: Canadian Gemmological Association
ADDRESS: 1767 Avenue Road
Toronto, Ontario M5M 3Y8
CONTACT: Duncan Parker, President
PHONE: (416) 785-0962 **FAX:** (416) 785-9043
Or 1-877-244-3090
WEB SITE: <http://www.canadiangemmological.com/>
E-MAIL: info@canadiangemmological.com

TRADE JOURNALS

NAME: Canadian Jeweller
FREQUENCY: Monthly
ADDRESS: Style Communications
555 Richmond St., W, Suite 701
Bldg. Box 1108 & 1200
Toronto, Ontario M5V 3B1
PHONE: (416) 203-6737 (ext 318) **FAX:** (416) 203-1057
WEBSITE: www.canadianjeweller.com

NAME: Canadian Jeweller Buyers' Guide
FREQUENCY: Annual (December)
ADDRESS: Style Communications
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Toronto, Ontario M5V 3B1
PHONE: (416) 203-6737 (ext 318) **FAX:** (416) 203-1057
WEBSITE: www.canadianjeweller.com

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca



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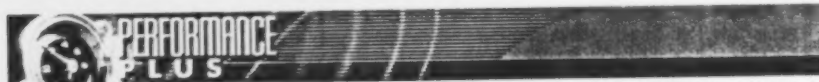
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Report Criteria: 2000 Canada All Businesses % of Total Revenue 44831

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 44831 - Jewellery Stores

Add/Modify User Data

New Profile

Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	2310							
Revenue Range:								
Low Value (\$ 000)	30	30	167	30	74	167	409	
High Value (\$ 000)	5000	167	5000	74	167	409	5000	

(percent of total revenue)

	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Total revenue								
Cost of sales (direct expenses)	56.4 (A)	46.2	57.7	43.5	47.5	52.2	59.1	96.7
Wages and benefits	0.8 (B)	1.1	0.8	0.3	1.4	1.2	0.7	6.2
Purchases, materials and sub-contracts	56.1 (A)	43.2	57.8	41.0	44.1	51.3	59.5	94.9
Opening inventory	32.1 (A)	44.7	30.4	59.2	39.1	38.9	28.3	70.5
Closing inventory	32.7 (A)	42.7	31.3	57.0	37.0	39.1	29.3	68.7
Operating expenses (indirect expenses)	39.3 (A)	44.9	38.6	44.5	44.9	43.5	37.3	100.0
Labour and commissions	17.4 (A)	13.6	17.9	8.9	15.4	18.6	17.7	86.3
Amortization and depletion	1.3 (A)	1.9	1.2	3.2	1.4	1.3	1.2	84.0
Repairs and maintenance	0.6 (A)	1.1	0.6	1.2	1.0	0.8	0.5	70.7
Utilities and telephone/telecommunication	1.1 (A)	2.5	0.9	2.9	2.3	1.4	0.8	86.9
Rent	6.8 (A)	10.0	6.4	11.6	9.3	7.2	6.1	85.8
Interest and bank charges	2.1 (A)	2.1	2.1	2.0	2.2	2.2	2.0	96.1
Professional and business fees	1.3 (A)	1.5	1.2	1.7	1.4	1.2	1.2	91.7
Advertising and promotion	2.3 (A)	1.8	2.3	1.4	1.9	2.0	2.4	80.5
Delivery, shipping and warehouse expenses	0.2 (A)	0.3	0.2	0.2	0.3	0.2	0.2	35.1
Insurance	0.8 (A)	1.2	0.7	1.5	1.0	0.9	0.6	75.8
Other expenses	5.6 (A)	9.0	5.1	9.9	8.6	7.6	4.5	99.5
Total expenses	95.7 (A)	91.1	96.3	88.0	92.4	95.8	96.4	100.0
Net profit/loss	4.3 (B)	8.9	3.7	11.9	7.6	4.2	3.6	99.9

Average number of paid employees	3.4	0.6	6.2	0.3	1.0	2.7	9.7
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FINANCIAL RATIOS

Interest coverage ratio	3.1	5.2	2.8	7.1	4.5	2.9	2.8
Gross margin (%)	43.6	53.8	42.3	56.5	52.5	47.8	40.9

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)	71.6						
Total revenue	399.9 (A)	84.2	680.4	50.1	118.3	269.0	1045.8
Total expenses	368.4 (A)	67.2	636.3	34.6	99.8	242.1	985.1
Net profit	31.5 (B)	17.0	44.1	15.4	18.5	26.9	60.7

Non-Profitable

Total revenue	274.6 (A)	79.0	516.1	48.2	116.5	257.9	927.3
Total expenses	299.2 (A)	92.6	554.1	60.5	131.8	282.6	986.5
Net loss	-24.6 (A)	-13.7	-38.0	-12.3	-15.4	-24.7	-59.0

Updated: 2004-08-31

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LANDSCAPING/LAWN CARE

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Kramer Limited

ADDRESS: Highway #11 & Pasqua Street North
P.O. Box 707
Regina, Saskatchewan S4P 3A8

PHONE: (306) 545-3311 **FAX:** (306) 949-6249

PRODUCTS: Caterpillar equipment: backhoes, tractors, loaders, scrapers, excavators & hydraulic generators.

WEB SITE: <http://www.kramerltd.com/>

NAME: Turfmaster Equipment Limited

ADDRESS: 1300 Hamilton Street
Regina, Saskatchewan S4R 2B5

PHONE: (306) 352-9370

PRODUCTS: Landscaping equipment, (mowers, tillers, aerators). Various brands - Ariens, Toro, etc.

NAME: Brandt Industries Ltd. (Industrial/Turf Equipment Division)

ADDRESS: 840 Winnipeg Street
Regina, Saskatchewan S4R 7V8

PHONE: (306) 359-1964 **FAX:** (306) 359-1624
Or 1-866-224-8873

PRODUCTS: Jacobsen turf maintenance equipment, (complete line).

WEBSITE: www.brandt.ca

E-MAIL: info@brandt.ca

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Strongco Rentals (Formerly Barber Equipment Limited)

ADDRESS: Highway #1 East Box 890
Regina, Saskatchewan S4P 3B1

PHONE: (306) 359-7273 **FAX:** (306) 569-2710

PRODUCTS: Melroe Bobcat, Ingersoll-Rand air compressors, JLG boom lifts & scissor lifts, Bomag compaction, HydraShield trench shoring, Husqvarna mowers, trimmers & chainsaws & Redi-line electric generators.

WEBSITE: www.strongco.com

E-MAIL: info@strongco.com

TRADE SHOWS

NAME: Atlantic National Home Show

FREQUENCY: Annual - March (Consumer)

ADDRESS: Master Promotions Limited
PO Box 565
Saint John, New Brunswick E2L 3Z8

PHONE: (506) 658-0018 (St. Johns) **FAX:** (506) 658-0750
(902) 468-4999 (Halifax) Or 1-888-454-7469
Or 1-888-454-7469

PRODUCTS: Complete in & around the home products and services.

WEBSITE: <http://www.masterpromotions.ca/atlantic-national-home-show.asp>

E-MAIL: info@masterpromotions.ca

NAME: Gardenscape

FREQUENCY: Annual - April (Trade & Consumer)

ADDRESS: Saskatoon Prairieland Park Corp.
503 Ruth Street W, Box 6010
Saskatoon, Saskatchewan S7K 4E4

PHONE: (306) 931-7149 **FAX:** (306) 931-7886
Or 1-888-931-9333
(306) 668-8000 (Info Line)

PRODUCTS: Products & information necessary for gardening, landscaping and outdoor living.

WEBSITE: <http://www.saskatoonex.com/event.php?event=3>

E-MAIL: contactus@saskatoonex.com

TRADE SHOWS

NAME: B.C. Home & Garden Show
FREQUENCY: Annual - February (Consumer) in Vancouver
ADDRESS: dmg World Media Inc.
Suite 402, 4601 Canadian Way
Burnaby, British Columbia V5G 4X7
PHONE: (604) 433-5121 **FAX:** (604) 433-4807
Or 1-800-633-8332 Or (604) 434-6853
PRODUCTS: Home & garden products, building materials & recreational goods.
WEBSITE: <http://www.bchomeandgardenshow.com/>

NAME: Calgary Home & Garden Show
FREQUENCY: Annual - February (Consumer)
ADDRESS: dmg World Media Inc.
#605, 999 - 8th Street South West
Calgary, Alberta T2R 1J5
PHONE: (403) 209-3555 **FAX:** (403) 244-5517
Or 1-888-799-2545
PRODUCTS: Renovations, bathrooms, kitchens, furnishings, garden equipment, landscaping & home entertainment.
WEBSITE: <http://www.calgaryhomeshow.com/>

NAME: International Home & Garden Show
FREQUENCY: Annual - March (Consumer)
ADDRESS: Showcase Marketing Limited
1100 Sheppard Avenue East, Suite 410
Toronto, Ontario M2K 2W2
PHONE: (416) 512-1305 **FAX:** (416) 512-7777
PRODUCTS: Interior design & decorating, home building & renovation, landscaping, designer gardens, garden supplies, outdoor furniture, patios & pools.
WEBSITE: www.home-show.net **E-MAIL:** homeshow@direct.com

TRADE ASSOCIATIONS

NAME: Canadian Horticultural Council (CHC)
ADDRESS: 9 Corvus Court
 Ottawa, Ontario K2E 7Z4
PHONE: (613) 226-4880 **FAX:** (613) 226-4497
WEB SITE: <http://www.hortcouncil.ca>
E-MAIL: webmaster@hortcouncil.ca

NAME: Canadian Nursery Landscape Association
ADDRESS: RR #4, Stn. Main
 7856 Fifth Street
 Milton, Ontario L9T 2X8
PHONE: (905) 875-1399 **FAX:** (905) 875-1840
 Or 1-888-446-3499
WEB SITE: <http://www.canadanursery.com/>
E-MAIL: cnla@canadanursery.com

TRADE JOURNALS

NAME: Landscape Trades
FREQUENCY: One year
ADDRESS: Landscape Ontario Horticultural Trades Association Inc
7856 Fifth Line S, RR4
Milton, Ontario L9T 2X8
PHONE: (905) 875-1805 **FAX:** (905) 875-3942
Or 1-800-265-5656
WEBSITE: www.landscapeontario.com
E-MAIL: lo@hort-trades.com

NAME: Prairie Landscape Magazine (Landscape Alberta)
FREQUENCY: Six issues per year
ADDRESS: Landscape Alberta Nursery Trades Association
10215 - 176th Street
Edmonton, Alberta T5S 1M1
PHONE: (780) 489-1991 **FAX:** (780) 444-2152
WEBSITE: www.landscape-alberta.com
E-MAIL: info@landscape-alberta.com

NAME: Landscaping & Groundskeeping Journal
FREQUENCY: Quarterly
ADDRESS: Baum Publications Ltd
201 - 2323 Boundary Rd
Vancouver, BC V5M 4V8
PHONE: (604) 291-9900 **FAX:** (604) 291-1906
WEB SITE: http://www.baumpub.com/publications/land/lgi_main.htm

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca





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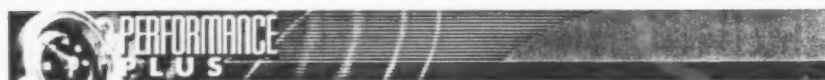
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) 54132

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada

NAICS Number 54132 - Landscape Architectural Services

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	410							
Revenue Range:								
Low Value (\$ 000)	30	30	127	30	63	127	303	
High Value (\$ 000)	5000	127	5000	63	127	303	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	19.8 (A)	14.8	20.4	8.9	17.3	15.9	21.5	35.0
Wages and benefits	5.8 (A)	0.7	6.5	0.3	0.9	3.0	7.3	13.7
Purchases, materials and sub-contracts	14.1 (A)	14.2	14.0	8.6	16.6	13.3	14.2	35.0
Opening inventory	(F)							
Closing inventory	(F)							
Operating expenses (indirect expenses)	69.5 (A)	60.8	70.6	61.6	60.0	71.4	70.4	100.0
Labour and commissions	35.4 (A)	26.6	36.6	20.6	29.6	36.9	36.5	83.4
Amortization and depletion	2.0 (A)	2.4	1.9	2.2	2.6	2.8	1.7	90.2
Repairs and maintenance	0.7 (B)	1.1	0.6	1.3	1.0	1.1	0.5	38.1
Utilities and telephone/telecommunication	1.3 (A)	2.2	1.2	2.5	2.0	1.6	1.1	84.4
Rent	3.2 (A)	2.5	3.2	3.7	1.8	2.6	3.4	74.3
Interest and bank charges	1.0 (A)	1.1	1.0	1.0	1.2	1.1	1.0	92.2
Professional and business fees	4.9 (A)	3.0	5.1	3.3	2.8	5.7	5.0	96.1
Advertising and promotion	0.9 (A)	1.0	0.9	0.8	1.2	0.9	0.9	79.0
Delivery, shipping and warehouse expenses	0.1 (A)	0.1	0.1	0.1	0.0	0.1	0.1	39.6
Insurance	0.8 (A)	0.9	0.8	0.5	1.0	1.0	0.7	63.8
Other expenses	19.3 (A)	19.9	19.3	25.6	16.8	17.6	19.6	99.8
Total expenses	89.3 (A)	75.6	91.1	70.5	77.4	87.3	91.9	100.0
Net profit/loss	9.8 (B)	24.3	8.0	29.8	22.4	12.7	6.9	100.0

Average number of paid employees

2.3 0.4 4.1 0.2 0.5 1.5 6.8

FINANCIAL RATIOS

Interest coverage ratio

10.7 23.1 9.0 30.7 20.0 13.0 8.1

Gross margin (%)

80.2 85.2 79.6 91.1 82.7 84.1 78.5

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

73.9

Total revenue

296.3 (A) 65.4 539.8 40.5 92.4 191.6 852.5

Total expenses

249.1 (A) 42.7 467.2 22.0 64.4 150.2 751.7

Net profit

47.3 (B) 22.7 72.9 18.6 27.9 41.2 101.9

Non-Profitable

Total revenue

294.1 (A) 67.8 476.3 49.2 86.4 200.6 843.8

Total expenses

306.5 (A) 73.9 493.8 56.6 91.2 210.5 871.6

Net loss

-22.9 (A) -6.2 -36.4 -7.4 -5.0 -9.4 -72.0

Updated: 2004-05-31

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LUMBER/BUILDING MATERIALS

PRODUCT SOURCES

NAME: Apex Forest Products Inc.
ADDRESS: 200 - 4940 Canada Way
Burnaby, British Columbia V5G 4K6
PHONE: (604) 294-3819
Or 1-800-283-0474
WEB SITE: <http://www.apexlumber.com>
E-MAIL: sales@apexlumber.com

NAME: Can-Am Building Supply Ltd.
ADDRESS: 11016 Bridge Road
Surrey, British Columbia V3V 3T9
PHONE: (604) 580-1415 **FAX:** (604) 580-1528
PRODUCTS: Plywood, timber & planks cut to 60 feet.

NAME: Curtis Lumber Company Limited
ADDRESS: 5289 Byrne Road
Burnaby, British Columbia V5J 3J1
PHONE: (604) 439-3000 **FAX:** (604) 433-8736
PRODUCTS: Wholesale lumber & building supplies & engineered wood products

PRODUCT SOURCES

NAME: Dick's Lumber & Building Supplies Limited

ADDRESS: 2580 Gilmore Avenue
Burnaby, British Columbia V5C 4T5

PHONE: (604) 437-1111
Or 1-800-437-8542

FAX: (604) 437-8542

Or

ADDRESS: 12433 - 80th Avenue
Surrey, British Columbia V3W 3A4

PHONE: (604) 591-1222

FAX: (604) 591-8232

PRODUCTS: Lumber, mouldings, plywood, siding, insulation, hardware, paint, decking, roofing, doors, air nails, timbers, Truss Joist & Mircolam, treated products, parallam.

WEBSITE: www.dickslumber.com

E-MAIL: info@dickslumber.com

NAME: Olympic Industries Incorporated

ADDRESS: 402 - 221 Esplanade West
North Vancouver, British Columbia V7M 3J8

PHONE: (604) 985-2115

FAX: (604) 985-3984

PRODUCTS: Wholesale lumber.

NAME: Still Creek Forest Products Ltd.

ADDRESS: 78 Golden Drive
Coquitlam, British Columbia V3K 6B5

PHONE: (604) 525-2001

FAX: (604) 464-4524

PRODUCTS: Wholesale distribution centre; specializing in Cedar.

LUMBER/BUILDING MATERIALS

PRODUCT SOURCES

NAME: Weyerhaeuser Canada Limited
ADDRESS: 9760 - 190th Street
Surrey, British Columbia V4N 3M9
PHONE: (604) 888-1166 **FAX:** (604) 888-2324
PRODUCTS: Wholesale lumber division.
WEB SITE: <http://www.weyerhaeuser.com/>
E-MAIL: PubRelations@weyerhaeuser.com

NAME: Formations Inc.
ADDRESS: 3211 Millar Ave.
Saskatoon, Saskatchewan S7H 3L6
PHONE: (306) 242-3300 **FAX:** (306) 242-8444
Or 1-800-463-9996
PRODUCTS: Formica brand surfaces, hardwood lumber/plywood, adhesives, edging, all melamine products
WEBSITE: www.formations-inc.com
E-MAIL: saskatoon@formations

NAME: Westminster Industries Ltd.
ADDRESS: #308 - 1688 - 152nd Street
Surrey, British Columbia V4A 4N2
PHONE: (604) 536-3332 **FAX:** (604) 536-3561
WEB SITE: <http://www.westmin.ca>
E-MAIL: info@westmin.ca

PRODUCT SOURCES

NAME: Fraz Forest Products Limited
ADDRESS: 500 - 1525 Robson Street
Vancouver, British Columbia V6G 1C3
PHONE: (604) 682-8501 **FAX:** (604) 685-7516
PRODUCTS: Buys & sells, domestic & export Fir, Hemlock, Cedar & Southern Pine.

NAME: Federated Co-operatives Limited
ADDRESS: 401 - 22nd Street East
Saskatoon, Saskatchewan S7K 0H2
PHONE: (306) 244-3311 **FAX:** (306) 244-3403
Or
ADDRESS: 444 McLeod Street
Regina, Saskatchewan S4N 4Y1
PHONE: (306) 721-7070 **FAX:** (306) 721-0462
PRODUCTS: Complete line of hardware, lumber & building supplies.
WEB SITE: <http://www.fcl.ca/>

NAME: Lancashire Distribution (formerly: Lancashire Saw Sales & Service Ltd.)
ADDRESS: 2413 6th Avenue
Regina, Saskatchewan S4R 1B5
PHONE: (306) 565-0033 **FAX:** (306) 525-9655
Or 1-800-667-3552
PRODUCTS: Specialty woods, oak, ash, birch, cherry and walnut.
WEB SITE: <http://www.lancashire.ca>
E-MAIL: admin@lancashire.ca

LUMBER/BUILDING MATERIALS

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Alsort Store Fixtures & Interiors

ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6

PHONE: (306) 352-6700 **FAX:** (306) 352-4100

PRODUCTS: Layout design, shelving, etc.

WEB SITE: www.alsort.com

E-MAIL: alsort@sasktel.net

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Shelving, layout designs, racking, etc.

NAME: Johnston Equipment

ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2

PHONE: (306) 721-2300 **FAX:** (306) 721-2175
Or 1-800-668-5586

PRODUCTS: Layouts, design, installation, metal shelving & racking, etc.

WEBSITE: www.gnjohnston.com

LUMBER/BUILDING MATERIALS

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Western Retail Interiors
ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4
PHONE: (306) 477-2244 **FAX:** (306) 477-0550
Or 1-800-665-0550
PRODUCTS: Manufacturers and distributors of store fixtures.
WEB SITE: <http://www.westernretail.com>

NAME: Fairwell Commercial Interiors Ltd.
ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2
PHONE: (306) 586-6854 **FAX:** (306) 586-3631
PRODUCTS: Flatwall grid, fixtures and accessories. Store design.

NAME: Home Hardware (Beaver Lumber Company Inc.)
ADDRESS: 7303 Warden Avenue
Markham, Ontario L3R 5Y6
PHONE: (905) 479-2255 **FAX:** (905) 479-8079
PRODUCTS: Retail lumber, building materials, related hard goods. Franchiser
WEBSITE: <http://www.homehardware.com/index.htm>

LUMBER/BUILDING MATERIALS

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Handy-Man Connection (Newbridge Management Group Inc.)

ADDRESS: Unit C - 1836 Ness Avenue
Winnipeg, Manitoba R3J 0Y4

PHONE: (204) 895-1744 **FAX:** (204) 895-1773

WEBSITE: www.handymanconnection.com

EMAIL: hc6500@handymanconnection.com

TRADE SHOWS

NAME: Canadian Forestry Exhibition

FREQUENCY: Annual - March (Trade) in Fredericton

ADDRESS: Denex Group Inc.
192 Joseph Zatzman Drive Unit 13
Dartmouth, Nova Scotia B3B 1N4

PHONE: (902) 468-4999 **FAX:** (902) 468-2795

PRODUCTS: Heavy equipment, transportation, logging, mill, occupational, woodlot, equipment services, tree grower.

E-MAIL: denman@denexgroup.com

NAME: Forest Expo

FREQUENCY: Biennial - June (Trade)

ADDRESS: Forest Expo
#203, 850 River Road
Prince George, BC V2L 5S8

PHONE: (250) 563-8833 **FAX:** (250) 563-3697

PRODUCTS: All things related to the forestry industry

WEB SITE: <http://www.forestexpo.bc.ca>

E-MAIL: info@forestexpo.bc.ca

TRADE SHOWS

NAME: LogFor
FREQUENCY: Annual – September (Trade) in Quebec
ADDRESS: Master Promotions Ltd.
PO Box 565
Saint John, NB E2L 3Z8
PHONE: (506) 658-0018 (St. Johns) **FAX:** (506) 658-0750
(902) 468-4999 (Halifax) Or 1-888-454-7469
PRODUCTS: Focusing on the growth, harvest and distribution of forest products.
WEB SITE: <http://www.logforshow.com>
E-MAIL: info@masterpromotions.ca

NAME: Prairie Showcase Tradeshow and Convention
FREQUENCY: Annual – January
ADDRESS: Western Retailers Lumber Association
213 Notre Dame Avenue, Suite 1004
Winnipeg, Manitoba R3B 1N3
PHONE: (204) 957-1077 Or **FAX:** (204) 947-5195
1-800-661-0253
WEB SITE: <http://www.wrla.org/main.asp?contentID=8&iscfm=3>
E-MAIL: wrla@wrla.org

TRADE ASSOCIATIONS

NAME: Western Retail Lumberman's Association Inc. (WRLA)
ADDRESS: 213 Notre Dame Avenue, Suite 1004
Winnipeg, Manitoba R3B 1N3
PHONE: (204) 957-1077 **FAX:** (204) 947-5195
Or 1-800-661-0253
WEB SITE: <http://www.wrla.org/>
E-MAIL: wrla@wrla.org

NAME: Canadian Retail Hardware Association (CRHA)
ADDRESS: 2121 Argentia Road, Suite 102
Mississauga, Ontario L5N 2X4
PHONE: (905) 821-3470 **FAX:** (905) 821-8946
Or 1-800-268-3965
WEB SITE: www.crha.com
E-MAIL: crha@crha.com

NAME: Canadian Forestry Association (CFA)
ADDRESS: 185 Somerset Street West, Suite 203
Ottawa, Ontario K2P 0J2
PHONE: (613) 232-1815 **FAX:** (613) 232-4210
WEB SITE: www.canadianforestry.com
E-MAIL: cfa@canadianforestry.com

LUMBER/BUILDING MATERIALS

TRADE ASSOCIATIONS

NAME: Saskatchewan Forestry Association (SFA)
ADDRESS: PO Box 400
Prince Albert, Saskatchewan S6V 5R7
PHONE: (306) 763-2189 **FAX:** (306) 764-7463
WEBSITE: www.whitebirch.ca
E-MAIL: info@whitebirch.ca

TRADE JOURNALS

NAME: 2 X 4 (All About Wood)
FREQUENCY: Six issues per year
ADDRESS: Editions C.R. Inc
PO Box 1010
Victoriaville, PQ G6P 8Y1
PHONE: (819) 752-4243 **FAX:** (819) 382-2970
WEBSITE: www.2x4.net
E-MAIL: info@2x4.net

NAME: Yardstick
FREQUENCY: Bimonthly
ADDRESS: Western Retail Lumberman's Association Inc. (WRLA)
213 Notre Dame Avenue, Suite 1004
Winnipeg, Manitoba R3B 1N3
PHONE: (204) 957-1077 **FAX:** (204) 947-5195
Or 1-800-661-0253
WEBSITE: <http://www.wrla.org/main.asp?contentID=2&iscfm=3>
E-MAIL: wrla@wrla.org

LUMBER/BUILDING MATERIALS

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca



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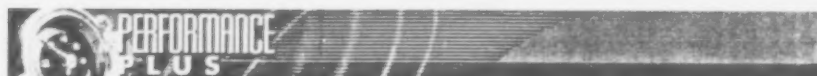
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [4441](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada

NAICS Number: 4441 - Building Material and Supplies Dealers

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	5080							
Revenue Range								
Low Value (\$ 000)	30	30	361	30	134	361	956	
High Value (\$ 000)	5000	361	5000	134	361	956	5000	

(percent of total revenue)

<u>Total revenue</u>	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
<u>Cost of sales (direct expenses)</u>	69.8 (A)	61.1	70.8	55.5	63.0	67.4	71.8	96.4
Wages and benefits	1.8 (A)	2.1	1.7	1.6	2.3	1.8	1.7	14.2
Purchases, materials and sub-contracts	68.6 (A)	56.5	70.0	50.3	58.6	65.3	71.3	95.9
Opening inventory	14.3 (A)	22.9	13.4	26.0	21.8	16.3	12.5	60.5
Closing inventory	14.9 (A)	20.4	14.3	22.5	19.7	16.0	13.7	58.3
<u>Operating expenses (indirect expenses)</u>	27.8 (A)	36.7	26.8	39.2	35.8	30.8	25.6	99.9
Labour and commissions	13.0 (A)	11.4	13.2	8.9	12.2	14.0	12.9	86.4
Amortization and depletion	1.3 (A)	2.2	1.3	2.6	2.0	1.3	1.2	86.9
Repairs and maintenance	0.8 (A)	1.5	0.7	1.6	1.4	0.8	0.7	76.5
Utilities and telephone/telecommunication	1.1 (A)	2.4	0.9	3.2	2.2	1.3	0.8	87.7
Rent	2.2 (A)	4.1	2.0	5.1	3.8	2.7	1.7	69.1
Interest and bank charges	1.7 (A)	2.5	1.6	2.5	2.5	1.8	1.5	95.1
Professional and business fees	0.8 (A)	1.3	0.7	1.7	1.2	0.9	0.6	92.2
Advertising and promotion	1.4 (A)	1.6	1.3	1.5	1.6	1.4	1.3	87.7
Delivery, shipping and warehouse expenses	0.2 (A)	0.3	0.2	0.2	0.3	0.2	0.2	38.9
Insurance	0.5 (A)	1.1	0.5	1.5	1.0	0.7	0.4	83.4
Other expenses	4.8 (A)	8.4	4.4	10.5	7.7	5.5	4.1	98.3
<u>Total expenses</u>	97.6 (A)	97.8	97.6	94.7	98.7	98.3	97.4	100.0
<u>Net profit/loss</u>	2.4 (A)	2.2	2.4	5.3	1.3	1.7	2.6	99.8

Average number of paid employees

4.4 0.8 8.1 0.3 1.3 3.9 12.1

FINANCIAL RATIOS

Interest coverage ratio

2.4 1.9 2.5 3.1 1.5 1.9 2.7

Gross margin (%)

30.2 38.9 29.2 44.5 37.0 32.6 28.2

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

66.7

Total revenue

831.9 (A) 146.9 1426.0 89.7 231.8 605.2 2091.7

Total expenses

791.9 (A) 129.0 1366.9 54.3 211.1 574.3 2009.4

Net profit

40.0 (A) 18.0 59.0 15.3 20.7 30.9 82.0

Non-Profitable

Total revenue

551.4 (A) 157.0 1089.7 81.0 214.2 595.6 1894.8

Total expenses

578.8 (A) 176.8 1127.3 97.5 236.1 623.0 1949.1

Net loss

-27.5 (A) -20.0 -37.9 -16.6 -22.0 -27.7 -54.0

Updated: 2006-12-17

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MEN'S CLOTHING STORE

PRODUCT SOURCES

NAME: Apparel Directories – manufacturers and suppliers

ADDRESS: Canadian Apparel Federation (CAF)
504 - 124 O'Connor Street
Ottawa, Ontario K1P 5M9

PHONE: (613) 231-3220 **FAX:** (613) 231-2305

WEB SITE: www.apparel.ca

E-MAIL: info@apparel.ca

NAME: Alberta Fashion Markets

ADDRESS: Alberta Fashion Market
P.O. Box 66037
Edmonton, Alberta T6J 6T4

PHONE: (780) 484-7541 **FAX:** (780) 483-4571

PRODUCTS: New clothing lines by brand name manufacturers for buyers and store owners.

WEBSITE: <http://www.albertafashion.ca/AFMCategoryToManufacturer.asp>

E-MAIL: afm@shaw.ca

NAME: Stampede Tack and Western Wear

PHONE: (604) 574-7427 Or Toll Free 1-800-745-5511

PRODUCTS: Western Wear

WEBSITE: <http://www.stampede.bc.ca/Western%20Apparel.htm>

FIXTURE & EQUIPMENT SUPPLIERS

NAME: DisplayCo Canada Inc.
ADDRESS: 2365 2nd Avenue
Regina, Saskatchewan S4R 1A5
PHONE: (306) 569-2404 **FAX:** (306) 565-3961
Or 1-888-343-7469
PRODUCTS: Signs, displays (also trade show displays).
WEB SITE: www.displayco.ca
E-MAIL: info@displayco.ca

NAME: W. R. Display & Packaging
ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7
PHONE: (204) 925-7900 **FAX:** (204) 925-7910
Or 1-800-665-8447 Or 1-800-668-4743
PRODUCTS: Retail display and packaging equipment and suppliers.
WEB SITE: <http://www.wrdisplay.ca>
E-MAIL: info@wrdisplay.ca

NAME: Alsort Store Fixtures & Interiors
ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6
PHONE: (306) 352-6700 **FAX:** (306) 352-4100
PRODUCTS: Store fixtures, layout, design, shelving, & equipment
WEB SITE: www.alsort.com
E-MAIL: alsort@sasktel.net

MEN'S CLOTHING STORE

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Planning, fixture and equipment, layouts, gondolas and shelving.

NAME: Mayer's Packaging

ADDRESS: 50 Mandalay Drive
Winnipeg, Manitoba R2X 2Z2

PHONE: (204) 774-1651 **FAX:** (204) 783-7760
Or 1-800-801-1651

PRODUCTS: Shelving, racks, boxes, gift-wrap, bows, etc.

WEBSITE: www.mayerspackaging.com

E-MAIL: winnipeg@mayerspackaging.com

NAME: Johnston Equipment

ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2

PHONE: (306) 721-2300 **FAX:** (306) 721-2175
Or 1-800-668-5586

PRODUCTS: Layouts, design, installation, metal shelving & racking etc.

WEBSITE: www.gnjohnston.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Western Retail Interiors Ltd.
ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4
PHONE: (306) 477-2244
Or 1-800-665-0550 **FAX:** (306) 477-0550
PRODUCTS: Manufacturers and distributors of store fixtures.
WEB SITE: <http://www.westernretail.com>

NAME: Fairwell Commercial Interiors Ltd.
ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2
PHONE: (306) 586-6854 **FAX:** (306) 586-3631
PRODUCTS: Contractor

NAME: Blazer Store Fixtures Inc.
ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7
PHONE: (306) 244-1212 **FAX:** (306) 244-4412
PRODUCTS: New & used shelving, accessories, slatwalls, counters, etc.
WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>
E-MAIL: blazerstorefixtures@sasktel.net

MEN'S CLOTHING STORE

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Westmount Store Fixtures

ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4

PHONE: (780) 424-8950
Or 1-800-561-1951 **FAX:** (780) 425-8578

PRODUCTS: Shure Sell store fixtures, layouts and design.

WEBSITE: www.westmountstorefixtures.com

E-MAIL: fixtures@westmountstorefixtures.com

NAME: Planned Commercial Interiors

ADDRESS: 4330 Robinson Street
Regina, Saskatchewan S4S 3E3

PHONE: (306) 347-7875 **FAX:** (306) 347-7762

PRODUCTS: Display fixtures, equipment, and layout.

TRADE SHOWS

NAME: Alberta Fashion Markets

FREQUENCY: Annual - (Trade)

LOCATION: March and September (Northlands Park Agricom & Centre 170)
April and October (Mayfield Trade Centre & Centre 170)

ADDRESS: Alberta Fashion Market
P.O. Box 66037
Edmonton, Alberta T6J 6T4

PHONE: (780) 484-7541 **FAX:** (780) 483-4571

PRODUCTS: New clothing lines by brand name manufacturers for buyers and store owners.

WEBSITE: www.albertafashion.ca

E-MAIL: afm@shaw.ca

TRADE ASSOCIATIONS

NAME: Prairie Apparel Market

ADDRESS: 601 - 331 Smith St.
Winnipeg, Manitoba R3B 2G9

PHONE: (204) 942-2060 **FAX:** (204) 947-0561

NAME: Apparel & Textile Association of Saskatchewan

ADDRESS: 1102 8th Ave
Regina, Saskatchewan S4R 1C9

PHONE: (306) 565-0065 **FAX:** (306) 565-1962

E-MAIL: atas@accesscomm.ca

NAME: Apparel Salesmen's Markets

ADDRESS: 112 - 1625 Chabanel W.
Montreal, Quebec H4N 2S7

PHONE: (514) 849-9497 **FAX:** (514) 849-9498

NAME: Apparel Manufactures Institute of Quebec

ADDRESS: 555, Chabanel Street West, Suite 801
Montreal, PQ H2N 2H8

PHONE: (514) 382-3846 **FAX:** (514) 383-1689

WEB SITE: <http://www.apparelquebec.com>

E-MAIL: info@apparelquebec.com

TRADE ASSOCIATIONS

NAME: Canadian Apparel Federation (CAF)
ADDRESS: 504 - 124 O'Connor Street
Ottawa, Ontario K1P 5M9
PHONE: (613) 231-3220 **FAX:** (613) 231-2305
WEB SITE: www.apparel.ca
E-MAIL: info@apparel.ca

NAME: The Fashion Association of America
DESCRIPTION: Engages in year-round public relations program to increase sales of men's and boys' wear.
MEETING: Semi-annual press preview.
ADDRESS: 475 Park Avenue South, 17th floor
New York, New York 10016
PHONE: (212) 683-5665 **FAX:** (212) 545-1709

TRADE JOURNALS

NAME: Canadian Apparel Magazine
FREQUENCY: Bimonthly
ADDRESS: 124 O'Connor St., Suite 504
Ottawa, Ontario K1P 5M9
PHONE: (613) 231-3220 **FAX:** (613) 231-2305
WEB SITE: <http://cam.apparel.ca/eng/index.cfm>
E-MAIL: info@apparel.ca

NAME: Style
FREQUENCY: Monthly
ADDRESS: Style Communications
555 Richmond St. W, Suite 701
Toronto, Ontario M5V 3B1
PHONE: (416) 203-6737 **FAX:** (416) 203-1057
WEB SITE: www.style.ca
E-MAIL: style@style.ca

NAME: Esquire
FREQUENCY: Monthly
ADDRESS: Hearst Magazines Corporation
250 W 55th St.
New York, New York 10019
PHONE: (212) 649-4020
Or (212) 649-4050
WEBSITE: www.esquire.com
E-MAIL: webmail@esquire.com

TRADE JOURNALS

NAME: APPAREL Merchandising (supplement to DSN Retailing Today)

FREQUENCY: Monthly

ADDRESS: Lebhar-Friedman Inc
425 Park Ave
New York, New York 10022-3556

PHONE: (813) 627-6707 **FAX:** (813) 627-6995

WEBSITE: www.lf.com

E-MAIL: info@lf.com

NAME: GQ

FREQUENCY: Monthly

ADDRESS: Conde Nast Publications Inc
4 Times Square, 17th floor
New York, New York 10036

PHONE: (212) 286-3700 **FAX:** (212) 286-5960
Or 1-800-289-9330

WEBSITE: <http://us.gq.com/>

E-MAIL: subscriptions@gq.com

MEN'S CLOTHING STORE

OTHER MARKET DATA SOURCES

NAME: Retail Council of Canada (National Task Force on Cross Border Shopping)

ADDRESS: 1255 Bay Street, Suite 800
Toronto, Ontario M5R 2A9

PHONE: (416) 922-6678
Or 1-888-373-8245

FAX: (416) 922-8011
Or 1-877-790-4271

WEBSITE: <http://www.retailcouncil.org/>

E-MAIL: governmentrelations@retailcouncil.org

NAME: Clothing Manufacturers Association of the USA

ADDRESS: 730 Broadway, 10th floor
New York, NY 10003

PHONE: (212) 529-0823

FAX: (212) 529-1739

USE: Contains vital statistics on financial & economic trends in the men's and boy's clothing industry. Information is available on profit, sales, and production by wholesale, price range, fabric, etc.

WEB SITE: <http://www.apparel.org>

OTHER SOURCES OF INFORMATION

NAME: Starting a Retail Clothing Store (Online Business Info Guide)

CONTACT: Canada - Saskatchewan Business Service Centre

ADDRESS: 345 - 3rd Avenue South
Saskatoon, Saskatchewan S7K 2H6

PHONE: (306) 956-2323 **FAX:** (306) 956-2328
Or 1-800-667-4374

WEBSITE: http://www.cbisc.org/sask/sbis/search/display.cfm?code=8028&Coll=SK_PROVBIS_E

E-MAIL: saskatchewan@cbisc.ic.gc.ca

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438 **FAX:** (306) 787-4780
Or 1-800-667-1783

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca



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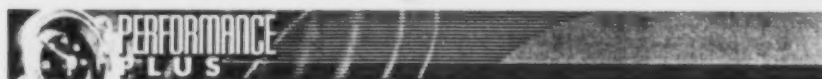
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Report Criteria: 2000 Canada All Businesses % of Total Revenue 44811

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 44811 - Men's Clothing Stores

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	1150							
Revenue Range:								
Low Value (\$ 000)	30	30	284	30	121	284	589	
High Value (\$ 000)	5000	284	5000	121	284	589	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	59.4 (A)	59.8	59.3	61.3	59.3	61.0	58.7	96.9
Wages and benefits	0.5 (A)	1.1	0.5	1.1	1.0	0.7	0.4	5.8
Purchases, materials and sub-contracts	57.8 (A)	54.4	58.3	53.3	54.9	58.5	58.3	96.3
Opening inventory	21.1 (A)	32.0	19.4	35.9	30.6	23.8	17.8	67.9
Closing inventory	20.1 (A)	27.7	18.9	29.1	27.2	22.0	17.8	63.4
Operating expenses (indirect expenses)	39.1 (A)	44.0	38.4	52.4	40.9	38.0	38.5	99.9
Labour and commissions	16.9 (A)	14.3	17.4	11.4	15.3	16.1	17.8	86.7
Amortization and depletion	1.2 (A)	2.0	1.1	3.7	1.3	1.1	1.1	86.7
Repairs and maintenance	0.7 (A)	0.8	0.6	0.9	0.8	0.5	0.7	73.7
Utilities and telephone/telecommunication	1.0 (A)	2.1	0.9	3.5	1.6	1.1	0.8	87.9
Rent	7.2 (A)	9.5	6.8	12.9	8.3	7.4	6.6	82.8
Interest and bank charges	2.3 (A)	3.3	2.1	4.0	3.1	2.5	2.0	94.7
Professional and business fees	1.2 (A)	1.8	1.1	2.5	1.5	1.1	1.1	90.0
Advertising and promotion	2.1 (A)	1.9	2.2	2.0	1.9	1.9	2.3	87.7
Delivery, shipping and warehouse expenses	0.3 (A)	0.2	0.3	0.2	0.2	0.2	0.3	37.0
Insurance	0.6 (A)	1.0	0.5	1.4	0.9	0.7	0.5	83.1
Other expenses	5.5 (A)	7.0	5.3	10.0	5.9	5.4	5.3	97.6
Total expenses	98.5 (A)	103.8	97.6	113.7	100.2	98.9	97.2	100.0
Net profit/loss	1.5 (C)	-3.8	2.4	-13.8	-0.2	1.1	2.8	99.7

Average number of paid employees

4.8 1.1 8.5 0.5 1.8 4.1 12.7

FINANCIAL RATIOS

Interest coverage ratio

1.7 -0.1 2.1 -2.5 1.0 1.4 2.4

Gross margin (%)

40.6 40.2 40.7 38.7 40.7 39.0 41.3

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

58.7

Total revenue

540.2 (A) 128.6 847.2 71.0 186.1 412.2 1192.7

Total expenses

508.8 (A) 115.5 802.4 60.8 170.1 384.2 1134.3

Net profit

31.5 (A) 13.2 44.9 10.3 16.1 28.0 58.6

Non-Profitable

Total revenue

354.5 (A) 125.5 710.6 58.8 182.5 412.8 1161.6

Total expenses

382.3 (A) 148.5 745.7 84.6 199.2 444.1 1203.2

Net loss

-27.9 (A) -23.2 -35.1 -26.0 -16.7 -31.2 -41.0

Updated: 2004-05-31

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PRODUCT SOURCES

NAME: Acklands - Grainger Inc.
ADDRESS: 680 McLeod Street
Regina, Saskatchewan S4P 3W7
PHONE: (306) 721-3200 **FAX:** (306) 721-3414
PRODUCTS: Automobile parts & supplies
WEB SITE: www.acklandsgrainger.com

NAME: Parts-Mart
ADDRESS: 260 Winnipeg Street N.
Regina, Saskatchewan S4R 8K1
PHONE: (306) 545-9665 **FAX:** (306) 545-6141
Or 1-877-367-7278
PRODUCTS: Parts for all automobiles - import, domestic & agricultural. implements

NAME: UAP/NAPA Auto Parts
ADDRESS: 810 McDonald St.
Regina, Saskatchewan S4N 2X6
PHONE: (306) 525-3793 **FAX:** (306) 565-2231
Or 1-888-827-6272
PRODUCTS: Auto parts & accessories, industrial farm and truck parts, body shop parts, shop equipment, hoists and lifting equipment, air tools and compressors.
WEB SITE: <http://www.napaonlinecanada.com>

NAME: Plainsmen Automotive Limited
ADDRESS: 1437 South Railway Street
Regina, Saskatchewan S4P 0A4
PHONE: (306) 569-2554 **FAX:** (306) 569-2668
PRODUCTS: Wholesale/retail auto parts supplies and serves for domestics & imports

PRODUCT SOURCES

NAME: Saskatchewan Government Insurance / Salvage

ADDRESS: 460 Fleet Street
Regina, Saskatchewan S4N 7N7

PHONE: (306) 775-6025
Or 1-800-667-3664

FAX: (306) 721-2642

PRODUCTS: Discount parts for cars and light trucks.

WEB SITE: <http://www.sgi.sk.ca>

E-MAIL: sgiinquiries@sgi.sk.ca

TRADE SHOWS

NAME: International Autobody Congress & Exposition

FREQUENCY: Annual – November (Trade)

ADDRESS: Hanley-Wood Exhibitions
8600 Freeport Pkwy, Suite 200
Irving, Texas 75063

PHONE: (972) 536-6300 **FAX:** (972) 536-6301

PRODUCTS: Technologically advanced collision repair tools, equipment, materials information, training and services.

WEB SITE: <http://www.naceexpo.com>

E-MAIL: help@naceexpo.com

NAME: World of Wheels (Calgary)

FREQUENCY: Annual - February (Consumer)

LOCATION: Calgary Stampede Fairground

ADDRESS: Championship Auto Shows Inc.
1092 Centre Road
Auburn Hills, Mi 48326

PHONE: (248) 373-1700

PRODUCTS: Custom and modified vehicles and performance parts.

WEBSITE: www.autorama.com

E-MAIL: contactus@autorama.com

TRADE ASSOCIATIONS

NAME: Automotive Industries Association of Canada (AIAC)
ADDRESS: 1272 Wellington Street
Ottawa, Ontario K1Y 3A7
PHONE: (613) 728-5821 **FAX:** (613) 728-6021
WEB SITE: <http://www.aiacanada.com>
E-MAIL: info.aia@aiacanada.com

NAME: Canadian Automotive Repair & Service
ADDRESS: 9120 Leslie St
Richmond Hill, Ontario L4B 3J9
PHONE: (905) 709-1010 **FAX:** (905) 709-1013
WEB SITE: www.cars-council.ca
E-MAIL: askus@cars-council.ca

NAME: Automotive Aftermarket Retailers of Ontario
ADDRESS: #10, 5100 South Service Road
Burlington, Ontario L7L 6A5
PHONE: (905) 634-4040 **FAX:** (905) 634-6274
Or 1-800-268-5400 Or 1-800-778-6430
WEBSITE: www.aaro.ca
E-MAIL: aaro@aaro.ca

TRADE JOURNALS

NAME: Service Station and Garage Management

ADDRESS: Business Information Group
1450 Don Mills Rd
Don Mills, Ontario M3B 2X7

PHONE: (416) 442-2122
Or 1-800-668-2374

FAX: (416) 442-2122

WEBSITE: <http://www.businessinformationgroup.ca/automotive/default.asp>

NAME: Automotive News

FREQUENCY: Weekly

ADDRESS: Crain Communications Inc.
1155 Gratiot Ave.
Detroit, Michigan 48207-2997

PHONE: (313) 446-6000

WEBSITE: <http://www.autonews.com/>

E-MAIL: subs@crain.com

NAME: AutoWeek

FREQUENCY: Weekly

ADDRESS: Crain Communications Inc.
1155 Gratiot Ave.
Detroit, Michigan 48207-2997

PHONE: (313) 446-6000

WEBSITE: <http://www.autoweek.com/>

E-MAIL: subs@crain.com

TRADE JOURNALS

NAME: Parts & People

ADDRESS: Automotive Counselling & Publishing Co. Inc
P.O. Box 300804
Denver, Colorado 80203

PHONE: (303) 765-4664
Or 1-800-530-8557

WEB SITE: www.partsandpeople.com

MOTOR VEHICLE REPAIR

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca





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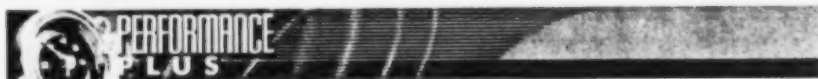
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [8111](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada

NAICS Number: 8111 - Automotive Repair and Maintenance

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	19960							
Revenue Range:								
Low Value (\$ 000)	30	30	168	30	76	168	376	
High Value (\$ 000)	5000	168	5000	76	168	376	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	58.6 (A)	41.6	61.1	34.9	44.2	52.2	63.8	88.3
Wages and benefits	9.3 (A)	3.7	10.2	2.4	4.2	8.1	10.8	35.9
Purchases, materials and sub-contracts	49.4 (A)	38.0	51.1	32.0	40.3	44.0	53.2	87.9
Opening inventory	4.8 (A)	5.7	4.6	6.3	5.3	5.0	4.5	48.1
Closing inventory	4.9 (A)	5.7	4.8	5.8	5.6	5.0	4.7	47.4
Operating expenses (indirect expenses)	37.4 (A)	48.1	35.9	50.2	47.0	43.9	33.5	99.8
Labour and commissions	14.0 (A)	11.5	14.4	8.9	12.3	16.2	13.8	77.0
Amortization and depletion	2.2 (A)	3.9	2.0	4.5	3.6	2.7	1.8	86.4
Repairs and maintenance	1.2 (A)	1.8	1.1	2.1	1.7	1.4	1.1	75.5
Utilities and telephone/telecommunication	2.0 (A)	4.2	1.7	5.0	3.9	2.5	1.4	86.5
Rent	3.8 (A)	5.7	3.5	5.5	5.6	4.6	3.2	68.4
Interest and bank charges	1.8 (A)	2.6	1.7	2.7	2.5	2.3	1.5	94.0
Professional and business fees	1.3 (A)	1.7	1.3	1.8	1.7	1.6	1.2	91.0
Advertising and promotion	1.1 (A)	1.0	1.1	0.8	1.0	1.0	1.1	81.8
Delivery, shipping and warehouse expenses	0.1 (A)	0.1	0.1	0.1	0.2	0.1	0.1	10.3
Insurance	1.2 (A)	2.2	1.0	2.4	2.1	1.5	0.9	81.9
Other expenses	8.7 (A)	13.5	8.0	16.4	12.4	9.9	7.4	99.2
Total expenses	96.0 (A)	89.7	97.0	85.1	91.2	96.1	97.3	100.0
Net profit/loss	4.0 (A)	10.3	3.0	14.9	8.7	3.9	2.7	99.4

Average number of paid employees

2.4 0.4 4.4 0.2 0.6 2.1 6.8

FINANCIAL RATIOSInterest coverage ratio

3.2 4.9 2.8 6.5 4.5 2.7 2.8

Gross margin (%)

41.4 58.4 38.9 65.1 55.8 47.8 36.2

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

ProfitablePercent of businesses (%)

70.0

Total revenue

330.6 (A) 84.1 587.8 50.6 116.8 258.3 897.6

Total expenses

305.1 (A) 67.5 553.3 36.9 97.1 235.1 852.2

Net profit

25.5 (A) 16.6 34.5 13.6 19.6 23.2 45.5

Non-ProfitableTotal revenue

309.4 (A) 86.3 510.3 53.3 116.7 261.2 798.6

Total expenses

325.6 (A) 96.6 531.7 61.7 128.8 276.4 827.2

Net loss

-16.1 (A) -10.3 -21.3 -8.4 -12.1 -15.2 -28.0

Updated: 2004-05-31


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MUSIC/INSTRUMENT STORE**PRODUCT SOURCES**

NAME: Dingwall Designer Guitars
ADDRESS: Box 9194
Saskatoon, Saskatchewan S7K 7E8
PHONE: (306) 242-6201 **FAX:** (306) 242-6404
PRODUCTS: Guitars
WEB SITE: <http://www.dingwallguitars.com/>
E-MAIL: sales@dingwallguitars.com

NAME: Canwood Percussion and Pro Audio
ADDRESS: Box 615
Lloydminster, Saskatchewan S9V 0Y1
PHONE: (306) 825-8393 **FAX:** (306) 825-8803

NAME: Webber Guitars
ADDRESS: 1385A Crown Street
North Vancouver, B.C. V7J 1G4
PHONE: (604) 980-0315 **FAX:** (604) 980-0350
PRODUCTS: Guitars.
WEB SITE: <http://www.webberguitars.com/>

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Shelving, layout designs, racking, etc.

NAME: Alsort Store Fixtures & Interiors

ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6

PHONE: (306) 352-6700 **FAX:** (306) 352-4100

PRODUCTS: Shelving & layout design.

WEB SITE: www.alsort.com

E-MAIL: alsort@sasktel.net

NAME: Johnston Equipment

ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2

PHONE: (306) 721-2300 **FAX:** (306) 721-2175
Or 1-800-668-5586

PRODUCTS: Layouts, design, installation, metal shelving & racking etc.

WEBSITE: www.gnjohnston.com

MUSIC/INSTRUMENT STORE

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Western Retail Interiors Ltd.
ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4
PHONE: (306) 477-2244
Or 1-800-665-0550 **FAX:** (306) 477-0550
PRODUCTS: Manufacturers and distributors of store fixtures.
WEB SITE: <http://www.westernretail.com>

NAME: Fairwell Commercial Interiors Ltd.
ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2
PHONE: (306) 586-6854 **FAX:** (306) 586-3631
PRODUCTS: Contractor

NAME: Blazer Store Fixtures Inc.
ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7
PHONE: (306) 244-1212 **FAX:** (306) 244-4412
PRODUCTS: New & used shelving, accessories, slatwalls, counters, etc.
WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>
E-MAIL: blazerstorefixtures@sasktel.net

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Westmount Store Fixtures

ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4

PHONE: (780) 424-8950
Or 1-800-561-1951

FAX: (780) 425-8578

PRODUCTS: Shure Sell store fixtures, layouts and design.

WEBSITE: www.westmountstorefixtures.com

E-MAIL: fixtures@westmountstorefixtures.com

NAME: Cobb & Company Cabinets Inc.

ADDRESS: 121 Dewdney Avenue East
Regina, Saskatchewan S4N 4G3

PHONE: (306) 347-7266

FAX: (306) 522-1646

PRODUCTS: Custom cabinets, interior woodwork and railings.

WEBSITE: <http://www.cobbcabinets.com/home.htm>

NAME: Mayer's Packaging Ltd.

ADDRESS: 50 Mandalay Drive
Winnipeg, Manitoba R2X 2Z2

PHONE: (204) 774-1651
Or 1-800-801-1651

FAX: (204) 783-7760

PRODUCTS: Shelving, racks, boxes, gift-wrap, bows, etc.

WEB SITE: <http://www.mayers.ca>

E-MAIL: winnipeg@mayerspackaging.com

MUSIC/INSTRUMENT STORE

FIXTURE & EQUIPMENT SUPPLIERS

NAME: W. R. Display & Packaging

ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7

PHONE: (204) 925-7900
Or 1-800-665-8447

FAX: (204) 925-7910
Or 1-800-668-4743

PRODUCTS: Retail display and packaging equipment and suppliers.

WEB SITE: <http://www.wrdisplay.ca>

E-MAIL: info@wrdisplay.ca

NAME: Planned Commercial Interiors

ADDRESS: 4330 Robinson Street
Regina, Saskatchewan S4S 3E3

PHONE: (306) 347-7875

FAX: (306) 347-7762

PRODUCTS: Display fixtures, equipment, and layout.

TRADE SHOWS

NAME: MIAC Trade Show

FREQUENCY: Annual (trade) in August

LOCATION: Toronto International Centre

ADDRESS: Music Industries Association of Canada (MIAC)
33 Medhurst Rd.
Toronto, Ontario M4B 1B2

PHONE: (416) 490-1871
Or 1-877-490-6422

FAX: (416) 490-0369
Or 1-877-809-8600

PRODUCTS: Manufacturers, distributors and wholesalers of musical instruments, sound reinforcement products and published music.

WEB SITE: <http://www.miac.net/tradeshow.htm>

E-MAIL: info@miac.net

TRADE ASSOCIATIONS

NAME: Music Industries Association of Canada

ADDRESS: 33 Medhurst Rd.
Toronto, Ontario M4B 1B2

PHONE: (416) 490-1871
Or 1-877-490-6422

FAX: (416) 490-0369
Or 1-877-809-8600

COMMENTS: Links manufacturers, distributors and wholesalers of musical instruments, sound reinforcement products and published music. Annual trade show held for music dealers from across Canada.

WEB SITE: <http://www.miac.net/>

E-MAIL: info@miac.net

NAME: Canadian Music Centre – (Prairie Region)

ADDRESS: Viotel Archer Library
#911 MacKimmie Library Tower
2500 University Drive North West
Calgary, Alberta T2N 1N4

PHONE: (403) 220-7403

FAX: (403) 289-4877

COMMENTS: Promotes, disseminates and makes readily available Canadian composers' concert music, at home and abroad.

WEBSITE: www.musiccentre.ca

E-MAIL: prairie@musiccentre.ca

TRADE ASSOCIATIONS

NAME: Canadian Music Publishers Company Association (CMPA)
(Also known as: Canadian Musical Reproduction Rights Agency Ltd)

ADDRESS: 56 Wellesley Street West, Suite 320
Toronto, Ontario M5S 2S3

PHONE: (416) 926-1966 **FAX:** (416) 926-7521

COMMENTS: Represents the interests of music publishers in the fight to reform Canada's copyright legislation. Assists with the licensing of recording rights and the collection of all royalties and fees due thereof.

WEB SITE: www.cmrra.ca

E-MAIL: inquiries@cmrra.ca

NAME: Saskatchewan Music Festival Association

ADDRESS: 207 – 2314 11th Ave
Regina, Saskatchewan S4P 0K1

PHONE: (306) 757-1722 **FAX:** (306) 347-7789

WEB SITE: <http://www.smfa.ca>

E-MAIL: sask.music.festival@sasktel.net

NAME: Federation of Canadian Music Festivals

ADDRESS: 3954 Parkdale Road
Saskatoon, Saskatchewan S7H 5A7

PHONE: (306) 343-1835 **FAX:** (306) 373-1390

COMMENTS: Encourage the study and practise of the art of music. Organize the National Music Festival.

WEB SITE: <http://www.fcmf.org/>

E-MAIL: national.festival@sasktel.net

MUSIC/INSTRUMENT STORE**TRADE JOURNALS**

TITLE Electronic Musician
FREQUENCY: Monthly
ADDRESS: Primedia Business
6400 Hollis Street, Suite 12
Emeryville, CA 94608
PHONE: (510) 653-3307 **FAX:** (510) 653-5142
WEBSITE: <http://www.emusician.com/>
E-MAIL: inquiries@primediabusiness.com

NAME: Canadian Musician
FREQUENCY: 6 issues per year
ADDRESS: Norris-Whitney Communications
23 Hannover Drive
St. Catharines, Ontario L2W 1A3
PHONE: (905) 641-3471 **FAX:** (905) 641-1648
Or 1-800-746-4692
WEBSITE: www.canadianmusician.com
E-MAIL: mail@nor.com

NAME: BillBoard International Buyers Guide
FREQUENCY: Annual
ADDRESS: BPI Communications Inc. (VNU Business Media)
770 Broadway
New York, New York 10003
PHONE: (646) 654-5000 **FAX:** (646) 654-7212
PRODUCTS: Complete directory of services, supplies, companies for the music/record/tape industry world-wide. Addresses of U.S. record companies, music publishers, retailers and wholesalers.
WEBSITE: www.billboard.com **E-MAIL:** info@billboard.com

TRADE JOURNALS

NAME: The Music & Sound Retailer

FREQUENCY: Monthly

ADDRESS: Testa Communications, Inc.
25 Willowdale Avenue
Port Washington, New York 11050

PHONE: (516) 767-2500
Or 1-800-937-7678

FAX: (516) 767-9335
Or (516) 944-8372

WEBSITE: www.msretailer.com

E-MAIL: subscriptions@testa.com

NAME: Canadian Music Trade

FREQUENCY: Bimonthly

ADDRESS: Norris-Whitney Communications
23 Hannover Drive
St. Catherines, Ontario L2W 1A3

PHONE: (905) 641-3471
Or 1-800-746-4692

FAX: (905) 641-1648

WEBSITE: www.canadianmusictrade.com

E-MAIL: mail@nor.com

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

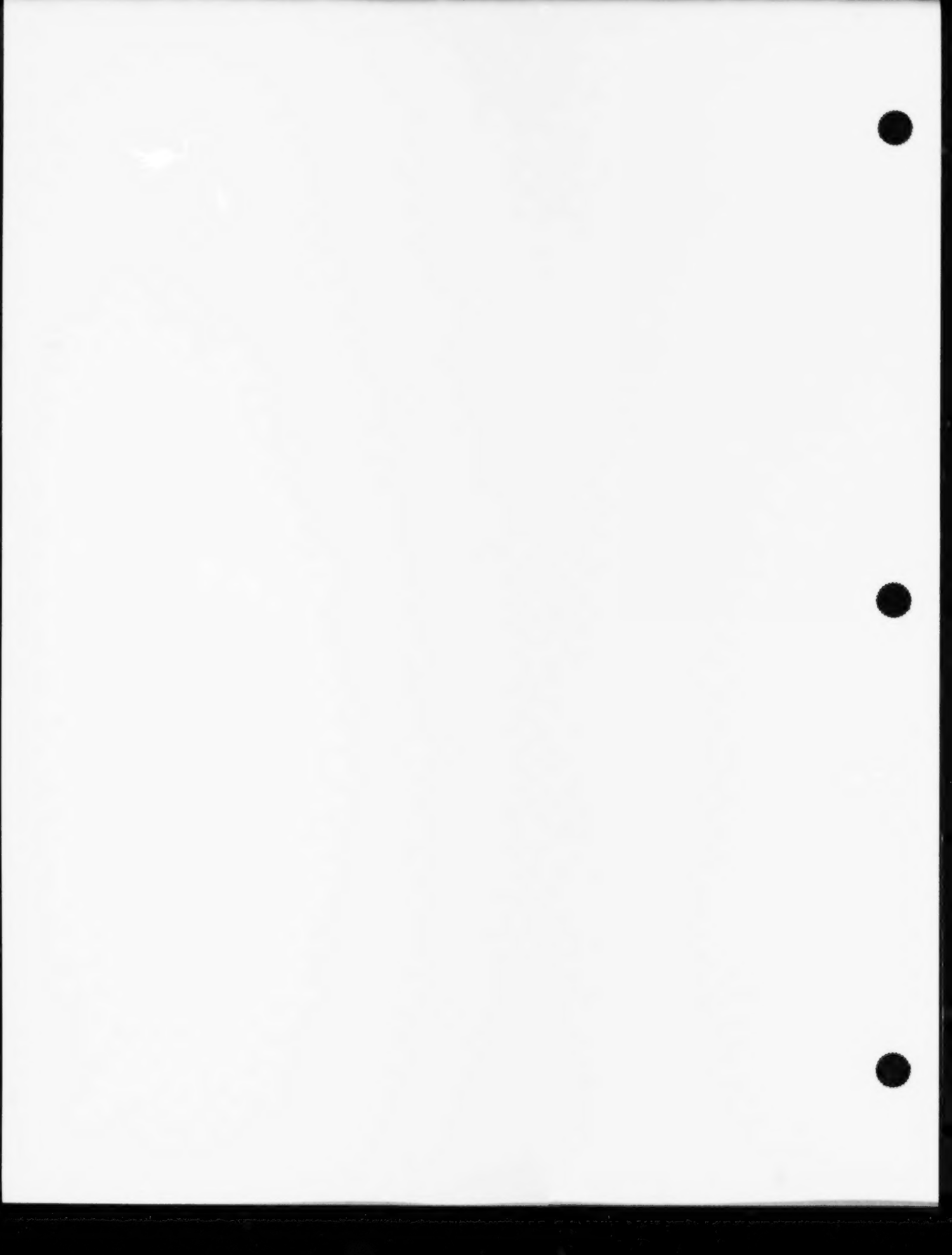
AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca





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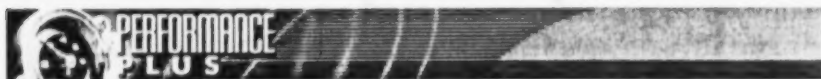
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) 45114

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 45114 - Musical Instrument and Supplies Stores

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	480							
Revenue Range								
Low Value (\$ 000)	30	30	163	30	72	163	437	
High Value (\$ 000)	5000	163	5000	72	163	437	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	62.1 (A)	52.1	63.2	44.1	55.9	54.9	65.2	94.2
Wages and benefits	1.5 (A)	1.3	1.6	0.2	1.7	1.7	1.5	13.6
Purchases, materials and sub-contracts	61.5 (A)	43.1	63.4	49.4	40.8	53.0	65.9	94.0
Opening inventory	22.2 (A)	31.2	21.2	30.6	31.8	20.7	21.3	63.8
Closing inventory	23.1 (A)	23.5	23.0	36.2	18.5	20.6	23.5	60.4
Operating expenses (indirect expenses)	34.9 (A)	42.9	34.1	49.6	39.5	42.1	32.2	100.0
Labour and commissions	15.0 (A)	12.0	15.3	13.0	11.1	16.0	15.1	83.5
Amortization and depletion	1.2 (B)	2.0	1.2	3.7	1.3	1.9	1.0	88.3
Repairs and maintenance	0.7 (A)	1.1	0.7	1.3	1.0	0.7	0.7	73.3
Utilities and telephone/telecommunication	1.4 (A)	3.0	1.2	3.8	2.8	1.9	1.1	91.5
Rent	4.3 (B)	4.1	4.4	2.1	4.9	8.9	3.2	76.5
Interest and bank charges	2.2 (A)	3.5	2.1	3.1	3.6	2.1	2.1	96.0
Professional and business fees	1.0 (A)	1.8	1.0	1.0	2.1	1.1	0.9	93.3
Advertising and promotion	2.0 (A)	1.6	2.1	2.0	1.5	1.8	2.2	89.8
Delivery, shipping and warehouse expenses	0.6 (B)	0.7	0.5	1.0	0.5	0.4	0.6	45.2
Insurance	0.7 (B)	1.5	0.6	2.4	1.2	1.1	0.5	83.1
Other expenses	5.8 (A)	11.6	5.2	16.2	9.4	6.3	4.9	100.0
Total expenses	97.1 (A)	95.1	97.3	93.7	95.4	97.0	97.4	100.0
Net profit/loss	2.9 (B)	5.0	2.6	6.4	4.7	2.8	2.6	100.0

Average number of paid employees

3.5 0.5 6.5 0.3 0.6 2.7 10.3

FINANCIAL RATIOSInterest coverage ratio

2.3 2.4 2.2 3.0 2.3 2.4 2.2

Gross margin (%)

37.9 47.9 36.8 55.9 44.1 45.1 34.8

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

62.6

Total revenue

468.5 (B) 72.7 786.5 36.9 97.7 291.8 1259.0

Total expenses

440.4 (B) 58.4 747.3 25.3 81.8 273.1 1200.2

Net profit

28.0 (B) 15.0 38.6 12.7 16.1 17.8 58.5

Non-ProfitableTotal revenue

285.8 (B) 79.6 586.2 47.3 64.7 267.0 927.5

Total expenses

301.5 (B) 88.2 612.2 51.9 72.2 280.6 966.8

Net loss

-16.1 (A) -9.2 -26.0 -5.5 -7.6 -13.6 -39.0

Updated: 2004-05-31


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PRODUCT SOURCES

NAME: Wong's Camera Wholesale
ADDRESS: 110 Danforth Avenue
Toronto, Ontario M4K 1N1
PHONE: (416) 469-9909
PRODUCTS: Camera equipment & supplies - wholesale only.

NAME: AGFA Inc. (Aktiengesellschaft für Anilinfabrikation)
ADDRESS: 77 Belfield Road
Toronto, Ontario M9W 1G6
PHONE: (416) 241-1110 **FAX:** (416) 241-5409
Or 1-877-753-2432
PRODUCTS: Photographic equipment & supplies - wholesale only.
WEB SITE: <http://www.agfa.ca>

NAME: Polaroid Canada Inc.
ADDRESS: 6505E Mississauga Road
N. Mississauga, Ontario L5N 1A6
PHONE: (905) 858-3265 **FAX:** (905) 858-1329
Or 1-800-268-6970
PRODUCTS: Polaroid professional products.
WEB SITE: <http://www.polaroid.com>

NAME: Skana Imaging Solutions Inc.
ADDRESS: #12 1595 Cliveden Ave., Annacis Island
Delta, British Columbia V3M 6M2
PHONE: (604) 540-9121 **FAX:** (604) 540-9663
Or 1-800-443-7553
PRODUCTS: Custom & one hour lab specialists, complete line of printers, film, paper products,
equipment & accessories. Fuji-Hunt chemicals & Fuji papers.
WEB SITE: <http://www.skanaphoto.com/>

PRODUCT SOURCES

NAME: Technicare Incorporated

ADDRESS: 1338 11th Avenue SW
Calgary, Alberta T3C 0M6

PHONE: (403) 228-0075 **FAX:** (403) 228-0129

Or

ADDRESS: 10604 - 105 Avenue NW
Edmonton, Alberta T5H 0L2

PHONE: (780) 425-4151

Or

ADDRESS: 61 Adelaide St.
Winnipeg, Manitoba R3A 0V8

PHONE: (204) 947-3672 **FAX:** (204) 989-2257

PRODUCTS: Photographic products, film, paper, chemicals, new & used equipment. Kreonite sales and service.

TRADE SHOWS

NAME: Photo Marketing Association International Annual Convention & Trade Show

FREQUENCY: Annual - February (Trade) in Orlando

ADDRESS: Photo Marketing Association International (PMIA)
3000 Picture Place
Jackson, Missouri 49201

PHONE: (517) 788-8100 **FAX:** (517) 788-8371

PRODUCTS: Photo/video & electronic imaging products and accessories. Professional, wholesale & minilab photo processing equipment and supplies.

WEB SITE: <http://www.pmai.org>

E-MAIL: PMA_Information_Central@pmai.org

NAME: Imaging USA

FREQUENCY: Annual - July (Consumer & Trade) in New Orleans

ADDRESS: Professional Photographers of America Inc
229 Peachtree St NE, Suite 2200
Atlanta, Georgia 30303

PHONE: (404) 522-8600 **FAX:** (404) 614-6400

PRODUCTS: Film and film processing, cameras, albums, frames, studio equipment, and related accessories.

WEBSITE: www.ppa.com

E-MAIL: csc@ppa.com

TRADE ASSOCIATIONS

NAME: Canadian Association for Photographic Art (CAPA)
ADDRESS: 31858 Hopedale Ave
Clearbrook, BC V2T 2G7
PHONE: (604) 855-4848 **FAX:** (604) 855-4824
WEB SITE: <http://www.capa-acap.ca>
E-MAIL: capa@shawcable.com

NAME: Canadian Association of Photographers & Illustrators in Communications (CAPIC)
ADDRESS: 55 Mills Street
The Case Goods Bldg., Suite 302
Toronto, Ontario M5A 3C4
PHONE: (416) 462-3700 **FAX:** (416) 462-9570
Or 1-888-252-2742
WEB SITE: <http://www.capic.org>
E-MAIL: info@capic.org

TRADE JOURNALS

NAME: Aperture
FREQUENCY: Quarterly
ADDRESS: 20 East 23rd Street
New York, New York 10010
PHONE: (212) 505-5555 (ext 300) **FAX:** (212) 598-4015
Or 1-800-929-2323
WEBSITE: www.aperture.org
E-MAIL: info@aperture.org

NAME: Photo Life
FREQUENCY: Bi-monthly
ADDRESS: Apex Publications Inc
One Dundas Street West, Suite 2500
PO Box 84
Toronto, Ontario M5G 1Z3
PHONE: 1-800-905-7468 **FAX:** 1-800-664-2739
WEBSITE: www.photolife.com
E-MAIL: write@photolife.com

NAME: Canadian Camera
FREQUENCY: Quarterly
ADDRESS: Canadian Association for Photographic Art (CAPA)
31858 Hopedale Ave
Clearbrook, BC V2T 2G7
PHONE: (604) 855-4848 **FAX:** (604) 855-4824
WEB SITE: <http://www.capa-acap.ca>
E-MAIL: capa@shawcable.com

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca



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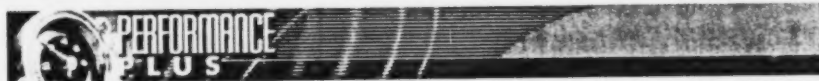
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [54192](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 54192 - Photographic Services

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	1670							
Revenue Range:								
Low Value (\$ 000)	30	30	71	30	45	71	149	
High Value (\$ 000)	5000	71	5000	45	71	149	5000	

(percent of total revenue)

	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	34.5 (A)	20.7	36.9	22.6	19.6	31.9	38.3	77.8
Wages and benefits	3.6 (A)	0.3	4.2	0.1	0.4	1.6	4.9	13.0
Purchases, materials and sub-contracts	30.9 (A)	20.0	32.9	22.2	18.9	30.3	33.5	77.2
Opening inventory	2.5 (B)	2.7	2.5	4.3	1.2	2.3	2.5	26.8
Closing inventory	2.5 (B)	2.2	2.6	4.0	0.9	2.3	2.6	26.5
Operating expenses (indirect expenses)	53.4 (A)	53.9	53.3	53.3	54.5	54.7	52.8	100.0
Labour and commissions	16.9 (A)	5.0	19.1	4.2	5.9	12.8	20.6	72.2
Amortization and depletion	4.3 (A)	7.3	3.7	8.6	6.3	5.1	3.4	90.5
Repairs and maintenance	1.1 (A)	1.3	1.1	0.9	1.6	1.1	1.1	67.0
Utilities and telephone/telecommunication	2.0 (A)	3.4	1.8	3.9	3.1	2.7	1.5	85.4
Rent	4.8 (A)	5.0	4.7	5.0	5.0	5.4	4.6	69.9
Interest and bank charges	1.7 (A)	2.2	1.6	2.1	2.2	2.1	1.5	90.2
Professional and business fees	2.0 (A)	1.6	2.1	1.9	1.4	1.8	2.2	89.6
Advertising and promotion	1.6 (A)	2.0	1.6	1.8	2.1	2.1	1.4	81.9
Delivery, shipping and warehouse expenses	0.8 (A)	0.3	0.9	0.4	0.3	0.6	1.0	45.8
Insurance	1.0 (A)	1.1	0.9	0.9	1.2	1.4	0.8	73.6
Other expenses	17.1 (A)	24.7	15.7	23.6	25.6	19.6	14.7	99.9
Total expenses	87.8 (A)	74.6	90.3	75.9	74.1	86.7	91.1	100.0
Net profit/loss	12.2 (B)	25.4	9.8	24.2	25.8	13.4	9.0	99.6

Average number of paid employees

1.1 0.1 2.0 0.1 0.1 0.5 3.5

FINANCIAL RATIOSInterest coverage ratio

8.2 12.7 7.0 12.3 12.7 7.5 7.0

Gross margin (%)

65.5 79.3 63.1 77.4 80.4 68.1 61.7

PROFITABLE vs NON-PROFITABLE BUSINESSES**(thousands of dollars)****Profitable**Percent of businesses (%)

77.6

Total revenue

148.1 (A) 46.8 255.7 35.5 55.5 102.4 395.8

Total expenses

120.5 (A) 29.3 217.6 21.5 35.3 78.5 344.2

Net profit

27.6 (B) 17.5 38.2 14.0 20.2 24.0 51.6

Non-ProfitableTotal revenue

155.4 (A) 45.4 236.6 37.5 57.5 107.2 415.5

Total expenses

169.8 (A) 58.0 251.8 47.4 75.7 117.8 437.0

Net loss

-14.1 (A) -12.6 -14.7 -9.9 -18.2 -10.7 -20.0

Updated: 2004-05-31


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PRODUCT SOURCES

NAME: Crane Canada Inc.
ADDRESS: 4100 Princess Street
Regina, Saskatchewan S4S 3N3
PHONE: (306) 565-8787
PRODUCTS: Wholesale plumbing supplies, fixtures & accessories.

NAME: Mryglod Steel & Metal Inc.
ADDRESS: 1305 Railway Avenue
Weyburn, Saskatchewan S4H 3M9
PHONE: (306) 842-4185 **FAX:** (306) 842-7799
Or 1-866-847-8335
E-MAIL: mryglod.steel@sasktel.net

NAME: Emco Ltd. (Western Supplies)
ADDRESS: 615 Vennels St.
Regina, Saskatchewan S4N 6B1
PHONE: (306) 525-2311 **FAX:** (306) 757-7374
PRODUCTS: Plumbing & heating supplies.
WEBSITE: www.emcoltd.com

NAME: Wolseley Mechanical
ADDRESS: 2744 1st Avenue N
Saskatoon, Saskatchewan S7K 6M5
PHONE: (306) 933-1033 **FAX:** (306) 931-6704
PRODUCTS: All plumbing & heating supplies, pipes, valves & fittings.
WEBSITE: www.wolseleyinc.ca

PRODUCT SOURCES

NAME: Crane Supply
ADDRESS: 335 - 6th Avenue East
Regina, Saskatchewan S4N 6A6
PHONE: (306) 525-1325 **FAX:** (306) 525-9422
PRODUCTS: Valves & fittings - plumbing & heating; hydrants.
WEBSITE: www.cranesupply.com
E-MAIL: regina@cranesupply.com

NAME: Wallace Construction Specialties Limited
ADDRESS: 825 MacKay Street
Regina, Saskatchewan S4N 2S3
PHONE: (306) 569-2334 **FAX:** (306) 757-2512
Or 1-800-596-8666
PRODUCTS: Pipe & duct insulation, access doors & drain tile.
WEBSITE: <http://www.wallace.sk.ca>
E-MAIL: info@wallace.sk.ca

NAME: EMCO Corporation
ADDRESS: 139 29th Street E.
Saskatoon, Saskatchewan S7L 6Y6
PHONE: (306) 652-7474 **FAX:** (306) 652-0004
WEBSITE: www.emcoltd.com

TRADE SHOWS

NAME: CMX - Canadian Mechanicals Exposition

FREQUENCY: Biannual - March (Trade)

ADDRESS: Shield Associates Ltd
25 Bradgate Road
Don Mills, Ontario M3B 1J6

PHONE: (416) 444-5225
Or 1-800-282-0333

FAX: (416) 444-8268

PRODUCTS: Mechanical plumbing, heating, refrigeration, air conditioning, ventilation equipment & materials.

WEB SITE: <http://www.cmxshow.com>

E-MAIL: cmx2006@salshow.com

NAME: CIPHEX

FREQUENCY: Biennial - November (Trade)

ADDRESS: Canadian Institute of Plumbing & Heating (CIPH)
295 The West Mall, Suite 330
Toronto, Ontario M9C 4Z4

PHONE: (416) 695-0447

FAX: (416) 695-0450

PRODUCTS: Plumbing, hydronics, heating, cooling, kitchen and bath tools, software and accessories.

WEB SITE: www.ciph.com

E-MAIL: rcp@ciph.com

TRADE SHOWS

NAME: MEET (Mechanical Electrical Electronic Technology)

FREQUENCY: Annual - May (Trade)

ADDRESS: Master Promotions Ltd
PO Box 565
Saint John, NB E2L 3Z8

PHONE: (506) 658-0018 (St. Johns) **FAX:** (506) 658-0750
(902) 468-4999 (Halifax)
Or 1-888-454-7469

PRODUCTS: Plumbing, heating, air conditioning, natural gas, instrumentation, refrigeration, ventilation, fire-protection, sanitation fixtures, tools, equipment & services for contractors, plumbing products and services.

WEB SITE: <http://www.masterpromotions.ca/meet.asp>

E-MAIL: info@masterpromotions.ca

TRADE ASSOCIATIONS

NAME: Canadian Institute of Plumbing & Heating (CIPH)
ADDRESS: 295 The West Mall, Suite 330
 Toronto, Ontario M9C 4Z4
PHONE: (416) 695-0447 **FAX:** (416) 695-0450
WEB SITE: www.ciph.com
E-MAIL: rcp@ciph.com

NAME: Mechanical Contractors Association of Canada
ADDRESS: #804, 280 Albert St
 Ottawa, Ontario K1P 5G8
PHONE: (613) 232-0492 **FAX:** (613) 235-2793
WEB SITE: www.mcac.ca
E-MAIL: mcac@mcac.ca

TRADE JOURNALS

NAME: Air Conditioning, Heating and Refrigeration News

ADDRESS: BNP Media
2401 W. Big Beaver Rd.
Troy, Michigan 48084

PHONE: (760) 745-2809
Or 1-800-837-8337 (US only)

FAX: (760) 480-8079

WEB SITE: www.bnpmmedia.com

NAME: Plumbing & HVAC Product News

FREQUENCY: Bimonthly

ADDRESS: Nytek Publishing Inc
451 Attwell Drive
Toronto, Ontario M9W 5C4

PHONE: (416) 242-8088

FAX: (416) 242-8085

WEBSITE: www.plumbingandhvac.ca

E-MAIL: circulation@nytek.ca

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca





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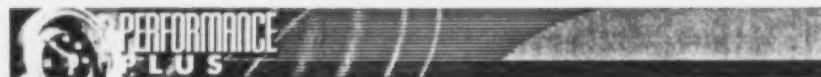
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [23252](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 23252 - Plumbing, Heating and Air-Conditioning Installation

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	9740							
Revenue Range:								
Low Value (\$ 000)	30	30	148	30	67	148	427	
High Value (\$ 000)	5000	148	5000	67	148	427	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	66.0 (A)	40.6	68.5	35.6	43.1	56.5	70.9	87.9
Wages and benefits	15.0 (A)	3.0	16.2	1.4	3.6	10.0	17.4	45.9
Purchases, materials and sub-contracts	50.5 (A)	37.5	51.7	34.2	39.2	46.2	52.8	86.8
Opening inventory	3.1 (A)	2.7	3.2	2.5	2.8	3.3	3.1	36.3
Closing inventory	2.6 (A)	2.6	2.6	2.6	2.5	3.1	2.5	35.1
Operating expenses (indirect expenses)	29.5 (A)	44.7	28.1	44.2	44.2	38.8	25.9	99.6
Labour and commissions	12.1 (A)	12.5	12.1	6.5	14.9	15.8	11.4	77.1
Amortization and depletion	1.6 (A)	3.5	1.4	4.5	2.9	2.2	1.3	89.1
Repairs and maintenance	0.7 (A)	1.1	0.6	1.2	1.0	0.9	0.6	52.0
Utilities and telephone/telecommunication	1.2 (A)	2.5	1.0	3.0	2.3	1.7	0.9	85.0
Rent	1.3 (A)	1.6	1.2	1.2	1.8	1.6	1.2	68.6
Interest and bank charges	0.9 (A)	1.3	0.8	1.4	1.3	1.1	0.8	93.2
Professional and business fees	1.4 (A)	2.3	1.3	2.7	2.0	1.4	1.2	93.3
Advertising and promotion	0.7 (A)	1.0	0.6	0.7	1.1	0.8	0.6	78.5
Delivery, shipping and warehouse expenses	0.1 (B)	0.2	0.0	0.2	0.1	0.1	0.0	6.2
Insurance	0.9 (A)	1.7	0.8	1.5	1.7	1.2	0.7	80.6
Other expenses	8.9 (A)	17.0	8.1	21.3	14.9	12.3	7.2	96.0
Total expenses	95.5 (A)	85.3	96.6	79.8	87.3	95.3	96.8	100.0
Net profit/loss	4.5 (A)	14.7	3.4	20.3	12.6	4.6	3.2	99.3

Average number of paid employees

2.7 0.3 5.1 0.1 0.5 1.6 8.5

FINANCIAL RATIOS

Interest coverage ratio

6.2 11.9 5.2 16.0 10.5 5.3 5.2

Gross margin (%)

34.0 59.4 31.5 64.4 56.9 43.5 29.1

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

70.1

Total revenue

438.2 (A) 75.4 828.0 47.2 102.7 258.7 1325.1

Total expenses

402.8 (A) 57.2 774.5 31.7 81.7 230.1 1249.4

Net profit

35.3 (A) 18.2 53.4 15.6 20.8 28.3 75.6

Non-Profitable

Total revenue

377.8 (A) 73.7 639.0 44.7 104.0 265.1 1126.3

Total expenses

398.0 (A) 80.8 670.5 50.8 112.3 281.5 1177.6

Net loss

-20.0 (A) -7.2 -31.0 -6.1 -8.3 -16.3 -50.0

Updated: 2004-08-31

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PRODUCT SOURCES

NAME: Saputo Milk Division
ADDRESS: 425 Winnipeg Street
Regina, Saskatchewan S4R 8P2
PHONE: (306) 924-1350
Or 1-877-341-8700 **FAX:** (306) 924-1352
PRODUCTS: Dairy Products
WEBSITE: www.dairyworld.com
E-MAIL: saputo@saputo.com

NAME: Western Grocers Ltd.
ADDRESS: 921 Broad Street
Regina, Saskatchewan S4R 8G9
PHONE: (306) 525-5262
PRODUCTS: Groceries, meats & sundries.

NAME: MacDonalds Consolidated
ADDRESS: 1020 - 64th Avenue N.E.
Calgary, Alberta T2E 5V8
PHONE: (403) 730-3584
Or 1-800-933-7515 **FAX:** (403) 730-3919
Or 1-866-435-7378
PRODUCTS: Grocery, variety produce, frozen foods
WEBSITE: www.macdonaldsconsolidated.com

PRODUCT SOURCES

NAME: SERCA Food Services

ADDRESS: 266 Dewdney Avenue East
Regina, Saskatchewan S4N 4G2

PHONE: (306) 347-5200
Or 1-800-667-6056

FAX: (306) 525-0704

PRODUCTS: Fresh fruit, vegetables, cheese, condiments, boxed meats, seafood, frozen & canned product, vegetable oil etc.

WEB SITE: www.serca.com

NAME: South Prairie Dairies Ltd.

ADDRESS: 1450 Park Street
Regina, Saskatchewan S4N 2G2

PHONE: (306) 586-2661

FAX: (306) 352-8338

PRODUCTS: Fresh fruit and vegetables. Locally owned and operated

NAME: Saskatchewan Liquor and Gaming Authority

ADDRESS: 2500 Victoria Avenue
Regina, Saskatchewan S4P 3M3

PHONE: (306) 787-4213

WEB SITE: <http://www.slga.gov.sk.ca>

The Liquor Licensing Branch processes liquor permit applications for all commercial type facilities including restaurants, taverns, manufacturer and special use facilities (private clubs, sporting outlets, exhibitions, etc.)

PRODUCT SOURCES

MEAT SUPPLIERS

NAME: Fellingner J. and Son's Meat
ADDRESS: 1801 Quebec St
Regina, Saskatchewan S4P 1J6
PHONE: (306) 522-7508 **FAX:** (306) 525-0553
Or (306) 692-8833 (Moose Jaw)

NAME: Ottenbreit's Meats Ltd.
ADDRESS: 550 S. Railway Avenue
Grayson, Saskatchewan S0A 1E0
PHONE: (306) 794-2113 **FAX:** (306) 794-4449

NAME: Fuhrmann Meats (1978) Ltd.
ADDRESS: 606 Henderson Drive
Regina, Saskatchewan S4N 5X3
PHONE: (306) 721-6661 **FAX:** (306) 721-0012
Or 1-800-667-9995

NAME: Harvest Meats Co. Ltd.
ADDRESS: Box 68
Yorkton, Saskatchewan S3N 2V6
PHONE: (306) 783-9446 **FAX:** (306) 783-9298
Or 1-800-667-1496
WEB SITE: <http://www.harvestmeats.com/>
E-MAIL: inquiries@harvestmeats.com

PRODUCT SOURCES

MEAT SUPPLIERS

NAME: Tendercut Meats TC 20000 Inc
ADDRESS: 1209 Winnipeg Street
Regina, Saskatchewan S4R 1K1
PHONE: (306) 546-4400 **FAX:** (306) 546-4411
WEBSITE: www.tendercut.ca
E-MAIL: sales@tendercut.ca

NAME: Chef-Redi Meats Incorporated
ADDRESS: 11 - 501 45th Street W
Saskatoon, Saskatchewan S7L 5Z9
PHONE: (306) 665-3266 **FAX:** (306) 975-1355
Or 1-800-667-3975

NAME: Mitchell's Gourmet Foods Inc
ADDRESS: 3003 11th Street West
PO Box 850 Stn Main
Saskatoon, Saskatchewan S7K 3V4
PHONE: (306) 382-2210 **FAX:** (306) 931-4315
WEB SITE: <http://www.mgf.ca>
E-MAIL: mgfmail@mgf.ca

RESTAURANT/TAVERN

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Alsort Store Fixtures & Interiors
ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6
PHONE: (306) 352-6700 **FAX:** (306) 352-4100
PRODUCTS: Layout design, shelving, refrigeration units & racking.
WEB SITE: www.alsort.com
E-MAIL: alsort@sasktel.net

NAME: Geanel Restaurant Supplies Ltd
ADDRESS: 611 Park Street
Regina, Saskatchewan S4N 5N1
PHONE: (306) 721-4900 **FAX:** (306) 781-2047
Or 1-800-838-7584
PRODUCTS: New/used equipment, professional planning & design, warewashing & laundry chemicals, china, cutlery, glassware, janitorial supplies. Leasing available.
WEB SITE: <http://www.geanel.com>
E-MAIL: info@geanel.com

TRADE SHOWS

NAME: Food & Service Expo

FREQUENCY: Annual – March (Trade)

ADDRESS: BC Restaurant & Foodservices Association
475 West Georgia, Suite 140
Vancouver, British Columbia V6B 4M9

PHONE: (604) 669-2239 **FAX:** (604) 669-6175
Or 1-800-663-4482

PRODUCTS: Food lines, equipment, support services to restaurant industry.

WEBSITE: www.bcrfa.com

NAME: Canadian Fine Food Show

FREQUENCY: Annual – March (Trade) in Toronto

ADDRESS: MSP Shows Inc.
298 Sheppard Avenue E
Toronto, Ontario M2N 3B1

PHONE: (416) 229-2060 **FAX:** (416) 223-2826

PRODUCTS: Specialty foods.

WEBSITE: <http://www.meteorshows.com/>

NAME: ARFEX - Alberta Restaurant & Foodservices Exposition

FREQUENCY: Annual – March and April (Trade) in Calgary

ADDRESS: Alberta Restaurant & Foodservices Association
Suite 1003, Empire Building, 10080 Jasper Avenue
Edmonton, Alberta T5J 1V9

PHONE: (780) 444-9496 **FAX:** (780) 481-8727
Or 1-800-461-9762

PRODUCTS: Food & beverage products, equipment, machines and supplies.

WEBSITE: www.arfa.net

E-MAIL: arfex@arfa.net

TRADE SHOWS

NAME: HostEx

FREQUENCY: Annual - October (Trade)

ADDRESS: Canadian Restaurant & Foodservices Association (CRFA)
316 Bloor Street West
Toronto, Ontario M5S 1W5

PHONE: (416) 923-8416
Or 1-800 387-5649

FAX: (416) 923-1450

PRODUCTS: Food & beverage products, equipment & services for the foodservices & accommodation industries.

WEB SITE: www.crfa.ca

E-MAIL: info@crfa.ca

NAME: ApEx

FREQUENCY: Annual - April (Trade) in Atlantic Canada

ADDRESS: Canadian Restaurant & Foodservices Association (CRFA)
5121 Sackville St, Suite 201
Halifax, Nova Scotia B3J 1K1

PHONE: (902) 425-0061
Or 1-877-775-1938

FAX: (902) 422-1161

PRODUCTS: Food products, technical services, equipment associated with food service & hospitality industry.

WEB SITE: www.crfa.ca

E-MAIL: info@crfa.ca

TRADE SHOWS

NAME: British Columbia Foodservice Expo

FREQUENCY: Annual – March (Trade)

ADDRESS: British Columbia Restaurant & Foodservices Association
140 - 475 W Georgia Street
Vancouver, British Columbia V6B 4M9

CONTACT: George Acs, Show Manager

PHONE: (604) 669-2239
Or 1-800-663-4482

FAX: (604) 669-6175

PRODUCTS: Food lines, equipment, support services to the restaurant industry

WEB SITE: <http://www.bcrfa.com>

TRADE ASSOCIATIONS

NAME: Tourism Saskatchewan
ADDRESS: 1922 Park Street
Regina, Saskatchewan S4P 3V7
PHONE: (306) 787-9600
Or 1-877-237-2273
WEB SITE: <http://www.sasktourism.com>

NAME: Canadian Restaurant & Foodservices Association (CRFA)
ADDRESS: 316 Bloor Street West
Toronto, Ontario M5S 1W5
PHONE: (416) 923-8416
Or 1-800 387-5649 **FAX:** (416) 923-1450
WEB SITE: <http://www.crfa.ca>
E-MAIL: info@crfa.ca

NAME: Neighbourhood Pub Owners Association of B.C.
ADDRESS: #109, 14914 - 104th Avenue
Surrey, British Columbia V3R 1M7
PHONE: (604) 589-5177 **FAX:** (604) 589-9130

TRADE JOURNALS

NAME: Foodservice and Hospitality Magazine
FREQUENCY: Monthly
ADDRESS: Kostuch Publications Ltd
23 Lesmill Road, Suite 101
Don Mills, Ontario M3B 3P6
PHONE: (416) 447-0888 **FAX:** (416) 447-0533
WEB SITE: www.foodserviceworld.com

NAME: What's On Report
FREQUENCY: Weekly
ADDRESS: Kostuch Publications Ltd
23 Lesmill Road, Suite 101
Don Mills, Ontario M3B 3P6
PHONE: (416) 447-0888 **FAX:** (416) 447-0533
WEB SITE: <http://www.foodserviceworld.com/fsworld/whatsOn/subscribe.html>

NAME: Restaurant Business
ADDRESS: VNU Business Media
770 Broadway
New York, New York 10003
PHONE: (646) 654-4500 **FAX:** (646) 654-7212
WEBSITE: <http://www.billcom.com/index.html>
E-MAIL: bmcomm@vnuinc.com

OTHER MARKET DATA SOURCES

NAME: Restaurant, Caterer and Tavern Statistics
FREQUENCY: Monthly
AUTHOR: Statistics Canada 63-011-XIE
USE: Estimates for chains and independents
ISSN: 1496-3280 (International Standard Serial Number)
ADDRESS: Statistical Reference Centre (National Capital Region)
Rm. 1500, Main Building, Holland Avenue
Ottawa, Ontario K1A 0T6
PHONE: 1-800-263-1136 **FAX:** 1-877-287-4369
WEBSITE: <http://www.statcan.ca/8096/bsolc/english/bsolc?catno=63-011-X>
E-MAIL: infostats@statcan.ca

NAME: Restaurant Industry Operations Report
ADDRESS: National Restaurant Association
1200 17th St., NW
Washington, DC 20036
USE: Information on operations by restaurant type, location, sales volume, etc.
PHONE: (202) 331-5900 **FAX:** (202) 331-2429
Or 1-800-424-5156
WEBSITE: www.restaurant.org

OTHER MARKET DATA SOURCES

NAME: Foodservice and Hospitality (merged with Canadian Hotel & Restaurant)

FREQUENCY: Annual

AUTHOR: Kostuch Communications Ltd.
23 Les Mills Road, Suite 101
Don Mills, Ontario M3B 3P6

PHONE: (416) 447-0888 **FAX:** (416) 447-0533

USE: Market Data

WEB SITE: www.foodserviceworld.com/fsworld/index.shtml

NAME: Market Watch - Wine, Spirits, & Beer

ADDRESS: 387 Park Ave. South
New York, New York 10016

PHONE: (212) 481-8610 **FAX:** (212) 779-3383

OTHER SOURCES OF INFORMATION

NAME: Starting a Restaurant, Bar or Coffee Shop (online Info Guide)

CONTACT: Canada - Saskatchewan Business Service Centre

ADDRESS: 345 Third Avenue South
Saskatoon, Saskatchewan S7K 2H6

PHONE: (306) 956-2323
Or 1-800-667-4374

FAX: (306) 956-2328
Or 1-888-417-0422 (Sask)

WEB SITE: http://www.cbsc.org/sask/sbis/search/display.cfm?Code=8003&coll=SK_PROVBIS_E

E-MAIL: saskatchewan@cbsc.ic.gc.ca

NAME: Labour Standards

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/standards/restaurant/restaurant.htm>

E-MAIL: webmaster@lab.gov.sk.ca

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca

TRAINING & STANDARDS

NAME: Saskatchewan Tourism Education Council (STEC)
(division of Tourism Saskatchewan)

ADDRESS: 321 Fourth Avenue North
Saskatoon, Saskatchewan S7K 2L8

PHONE: (306) 933-5900
Or 1-800-331-1529

FAX: (306) 933-6250

WEBSITE: www.stec.com

E-MAIL: stec@sasktourism.com

PROGRAMS: It's Good Business

Train the Workplace Trainer

Training for Supervisors

Market Ready!

Saskatchewan Best

Certification in 30 Occupational Standards

Tourism Careers – Ready to Work (formerly Tourism Careers for Youth)

Career Information / Opportunities / Planning

Tourism Transferable Skills Workshops

- Team Building 1 & 2
- Establishing Rapport with Customers
- Conflict Resolution
- Stress Management
- Barriers to Listening and Communication
- Supervisory and Management Communications
- Making Customer Complaints Positive
- Frontline Staff Communications
- Table Service Techniques
- Food & Beverage Server Suggestive Selling
- Front Desk Agent Suggestive Selling Techniques
- Hire and Inspire

Training Videos (for rent)

Resource Centre

Contact STEC for detailed information on the above programs

REGULATIONS

REFERENCE: (1) The Public Accommodation Regulations and Provincial Itinerant Use Accommodation Standards.
(2) Public Eating Establishment Regulations and Public Eating Establishment Standards.
Under the Public Health Act, 1994
Chapter P-37 Reg #3.

ADDRESS: Saskatchewan Health
T.C. Douglas Building
3475 Albert Street
Regina, Saskatchewan S4S 6X6

PHONE: 1-800-667-7766 (Saskatchewan only)

WEBSITE: www.health.gov.sk.ca

E-MAIL: webmaster@health.gov.sk.ca

COMMENTS: Copies of the "Public Health Act, 1994" are available at the Queen's Printer;
http://www.qp.gov.sk.ca/index.cfm?fuseaction=publications_details&p=786





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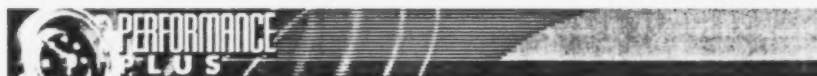
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Report Criteria: 2000 ▸ Canada ▸ All Businesses ▸ % of Total Revenue ▸ 722

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 722 - Food Services and Drinking Places

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	46680							
Revenue Range:								
Low Value (\$ 000)	30	30	200	30	89	200	449	
High Value (\$ 000)	5000	200	5000	89	200	449	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	47.0 (A)	43.9	47.4	42.7	44.5	46.9	47.6	93.7
Wages and benefits	6.3 (A)	3.2	6.8	1.9	3.6	4.8	7.3	19.4
Purchases, materials and sub-contracts	40.5 (A)	40.5	40.5	40.7	40.7	42.1	40.1	93.2
Opening inventory	1.5 (A)	2.3	1.4	2.4	2.2	2.1	1.2	50.3
Closing inventory	1.3 (A)	2.0	1.3	2.2	1.9	2.0	1.0	48.8
Operating expenses (indirect expenses)	52.2 (A)	57.4	51.5	60.4	55.8	52.7	51.2	99.9
Labour and commissions	20.8 (A)	19.3	21.0	16.6	20.3	20.8	21.1	83.3
Amortization and depletion	3.0 (A)	3.7	2.9	4.0	3.5	3.0	2.9	78.8
Repairs and maintenance	2.0 (A)	1.9	2.0	2.2	1.8	1.8	2.0	84.3
Utilities and telephone/telecommunication	2.9 (A)	4.9	2.6	6.1	4.4	3.4	2.4	85.3
Rent	7.7 (A)	11.3	7.2	11.7	11.1	8.6	6.9	81.7
Interest and bank charges	1.9 (A)	2.3	1.9	2.5	2.2	2.2	1.8	94.8
Professional and business fees	1.6 (A)	1.8	1.5	2.0	1.6	1.4	1.6	90.8
Advertising and promotion	2.3 (A)	1.2	2.5	1.2	1.2	1.6	2.7	80.1
Delivery, shipping and warehouse expenses	0.2 (A)	0.2	0.2	0.2	0.2	0.2	0.2	9.0
Insurance	0.6 (A)	1.2	0.6	1.5	1.0	0.8	0.5	78.2
Other expenses	9.1 (A)	9.6	9.0	12.1	8.6	8.9	9.0	99.1
Total expenses	99.2 (A)	101.3	98.9	103.1	100.4	99.6	98.7	100.0
Net profit/loss	0.8 (B)	-1.3	1.0	-3.1	-0.4	0.4	1.2	98.3

Average number of paid employees

8.2 1.7 14.8 0.8 2.5 5.9 23.7

FINANCIAL RATIOSInterest coverage ratio

1.4 0.4 1.6 -0.2 0.8 1.2 1.7

Gross margin (%)

53.0 56.1 52.6 57.3 55.5 53.1 52.4

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

55.8

Total revenue

436.0 (A) 99.0 751.0 58.5 137.2 304.8 1163.2

Total expenses

409.5 (A) 88.0 710.1 49.2 124.3 282.9 1104.7

Net profit

26.6 (A) 10.9 40.9 9.3 12.9 21.9 58.4

Non-ProfitableTotal revenue

355.0 (A) 96.5 640.4 55.2 138.4 302.1 1011.3

Total expenses

381.3 (A) 111.9 678.7 69.1 155.4 327.2 1064.0

Net loss

-26.4 (A) -15.5 -38.4 -13.9 -17.1 -25.1 -53.0

Updated: 2004-05-31

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SEED CLEANING PLANT

FIXTURE EQUIPMENT & SUPPLIERS

NAME: Convey Process Equipment Inc.
ADDRESS: #3 - 901 1st Avenue N
Saskatoon, Saskatchewan S7K 1Y4
PHONE: (306) 653-5047 **FAX:** (306) 244-6763
PRODUCTS: Forsberg gravities, Rotex screens, magnets, elevators, conveyers & bin level controls.

NAME: Can-Seed Equipment Ltd.
ADDRESS: 332 Packham Avenue
Saskatoon, Saskatchewan S7N 2T1
PHONE: (306) 244-2285 **FAX:** (306) 244-4066
Or 1-800-644-8397
PRODUCTS: Grain processing and handling equipment.
WEB SITE: <http://www.canseedequip.com>
E-MAIL: sales@canseedequip.com

NAME: Flexi-Coil Ltd.
ADDRESS: PO Box 1928 Stn Main
1000 - 71st Street E
Saskatoon, Saskatchewan S7K 3S5
PHONE: (306) 934-3500 **FAX:** (306) 664-7672
PRODUCTS: Farm equipment manufacturer.
WEB SITE: <http://www.flexicoil.com>
E-MAIL: flexicoil@minacs.com

FIXTURE EQUIPMENT & SUPPLIERS

NAME: Flaman Sales Ltd.

ADDRESS: 3350 Idylwyld Drive North
Saskatoon, Saskatchewan S7L 5Y7

PHONE: (306) 934-2121 **FAX:** (306) 934-1151
Or 1-888-435-2626

PRODUCTS: Agricultural dealer specializing in grain storage management.

WEB SITE: <http://www.flaman.com>

E-MAIL: saskatoon@flaman.com

NAME: Garratt Industries Ltd.

ADDRESS: P.O. Box 475
Milestone, Saskatchewan S0G 3L0

PHONE: (306) 436-2178 **FAX:** (306) 436-4647

PRODUCTS: Air & screen with indents [Linde], gravity table, scalpels, and aspirators.

WEBSITE: www.garrattindustries.com

NAME: Lewis M. Carter Manufacturing (Canada) Ltd.

ADDRESS: 835 - 58th Street East
Saskatoon, Saskatchewan S7K 6X5

PHONE: (306) 242-9292 **FAX:** (306) 934-4840
Or 1-800-667-6924

PRODUCTS: Seed cleaning and processing equipment.

WEB SITE: <http://www.lewismcarter.com>

E-MAIL: lmc@lewismcarter.com

FIXTURE EQUIPMENT & SUPPLIERS

NAME: Tundra Mechanical and Millwrighting (1988) Ltd.
ADDRESS: 105 Klassen Street West
Warman, Saskatchewan S0K 4S0
PHONE: (306) 931-7792 **FAX:** (306) 931-9222

NAME: Carter Day Industries (Canada) Ltd.
ADDRESS: PO Box 488
Winnipeg, Manitoba R3C 2J6
PHONE: (204) 786-5781 **FAX:** (204) 783-9404
PRODUCTS: Indents, precision grader, Carter Disc, bucket elevators & consigners.

CONTRACTORS - PLANNING & LAYOUT

NAME: Saskatchewan Agriculture, Food and Rural Revitalization

ADDRESS: 3085 Albert Street
Regina, Saskatchewan S4S 0B1

PHONE: (306) 787-5140
Or 1-866-457-2377

USE: Information on how to chose the correct plant location, operation, seed flow, machine equipment and sizing, building structure, layout, cost, dust collection & removal, monitoring & control systems, scales, accessories.

WEB SITE: www.agr.gov.sk.ca

TRADE SHOWS

NAME: Agri-Trade Exposition
FREQUENCY: Annual - November (Consumer & Trade)
PRODUCTS: Agricultural products & farm equipment.
ADDRESS: Red Deer Chamber of Commerce
3017 Gaetz Avenue
Red Deer, Alberta T4N 5Y6
PHONE: (403) 347-4491 **FAX:** (403) 343-6188
WEB SITE: www.reddeerchamber.com
E-MAIL: agritrade@reddeerchamber.com

NAME: Atlantic Farm Mechanization Show
FREQUENCY: Biannual - March (Trade/Consumer)
ADDRESS: Atlantic Farm Mechanization Show Inc.
PO Box 686
Moncton, New Brunswick E1C 8M7
PHONE: (506) 856-9898 **FAX:** (506) 852-4826
PRODUCTS: Farm related equipment.
WEB SITE: <http://www.farmmechshow.com>
E-MAIL: info@farmmechshow.com

TRADE SHOWS

NAME: Canadian International Farm Equipment Show

FREQUENCY: Annual – February (Trade) in Toronto

ADDRESS: Dawn Morris Productions Inc.
1434 Chemong Road, Unit 3
R.R. 1
Peterborough, Ontario K9J 6X2

PHONE: (705) 741-2536 **FAX:** (705) 741-2539
Or 1-888-689-3721

PRODUCTS: Farm equipment/machinery, farm buildings, material handling, feed, seed, fertilizer, chemicals, service companies & suppliers.

WEB SITE: <http://www.torontofarmshow.com>

E-MAIL: info@torontofarmshow.com

NAME: Canadian Western Agribition

FREQUENCY: Annual - November (Trade/Consumer)

ADDRESS: Box 3535
Regina, Saskatchewan S4P 3J8

PHONE: (306) 565-0565 **FAX:** (306) 757-9963

WEB SITE: <http://www.agribition.com>

E-MAIL: info@agribition.com

TRADE SHOWS

NAME: Western Canada Farm Progress Show

FREQUENCY: Annual - June (Trade/Consumer)

ADDRESS: Box 167
Regina, Saskatchewan S4P 2Z6

PHONE: (306) 781-9200
Or 1-888-734-3975

FAX: (306) 781-9396

PRODUCTS: Local, provincial, national & international agricultural equipment, products & services, chemicals, fertilizers, machinery, demonstrations, inventions, family exhibits, antiques, research & technology.

WEB SITE: <http://www.wcfps.com>

E-MAIL: wcfpssexhibit@reginaexhibition.com

TRADE ASSOCIATIONS

NAME: Canadian Seed Growers Association
ADDRESS: 202 - 240 Catherine Street
PO Box 8455
Ottawa, Ontario K1G 3T1
PHONE: (613) 236-0497 **FAX:** (613) 563-7855
WEB SITE: www.seedgrowers.ca
E-MAIL: seeds@seedgrowers.ca

NAME: Saskatchewan Seed Growers Association
ADDRESS: 15 - 41 Broadway Street West
Yorkton, Saskatchewan S3N 3T9
PHONE: (306) 786-6266 **FAX:** (306) 783-2211

NAME: Canadian Seed Trade Association
ADDRESS: 302 - 39 Robertson Road
Ottawa, Ontario K2H 8R2
PHONE: (613) 829-9527 **FAX:** (613) 829-3530
WEB SITE: <http://www.cdnseed.org>
E-MAIL: csta@cdnseed.org

TRADE JOURNALS

NAME: Seed & Crop Digest
FREQUENCY: Ten issues per year
ADDRESS: Freiberg Publishing Company
2302 - W. 1st Street
Cedar Falls, Indiana 50613
PHONE: (319) 277-3599 **FAX:** (319) 277-3783
Or 1-800-959-3276

NAME: Seed Scoop
FREQUENCY: Quarterly
ADDRESS: Canadian Seed Growers Association
#202, 240 Catherine Street
PO Box 8455
Ottawa, Ontario K2P 2G8
PHONE: (613) 236-0497 **FAX:** (613) 563-7855
WEBSITE: www.seedgrowers.ca
E-MAIL: seeds@seedgrowers.ca

OTHER MARKET DATA SOURCES

NAME: Saskatchewan Agriculture, Food and Rural Revitalization

ADDRESS: 3085 Albert Street
Regina, Saskatchewan S4S 0B1

PHONE: (306) 787-5140
Or 1-866-457-2377

USE: Agriculture statistics, crop information, farm business management, programs & services, research. Information on new seed cleaning equipment, suppliers and plant design.

WEB SITE: www.agr.gov.sk.ca

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca

ACTS/REGULATIONS

REFERENCE: The Environmental Assessment & Review Process

ADDRESS: Saskatchewan Environment, Environmental Assessment Branch
Room 142, 3211 Albert Street
Regina, Saskatchewan S4S 5W6

PHONE: (306) 787-6132

WEBSITE: <http://www.se.gov.sk.ca/>
<http://www.se.gov.sk.ca/environment/assessment/reviewprocess.htm>

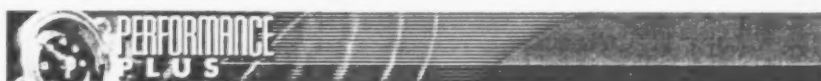
E-MAIL: envassess@serm.gov.sk.ca

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STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada

NAICS Number: 11511 - Support Activities for Crop Production

[Add/Modify User Data](#)[New Profile](#)**Average of all Businesses**

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	1300							
Revenue Range:								
Low Value (\$ 000)	30	30	124	30	65	124	363	
High Value (\$ 000)	5000	124	5000	65	124	363	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	42.5 (A)	5.8	46.1	5.9	5.7	18.0	51.4	42.5
Wages and benefits	3.3 (A)	0.8	3.6	1.1	0.6	2.7	3.7	11.2
Purchases, materials and sub-contracts	39.2 (A)	4.9	42.6	4.7	5.0	15.1	47.7	42.2
Opening inventory	1.4 (A)	0.4	1.5	0.7	0.2	1.4	1.5	9.9
Closing inventory	1.4 (A)	0.3	1.5	0.6	0.2	1.2	1.6	10.6
Operating expenses (indirect expenses)	54.9 (A)	82.4	52.1	66.0	90.7	77.6	47.4	99.9
Labour and commissions	17.5 (A)	24.4	16.9	20.1	25.9	28.2	14.8	82.8
Amortization and depletion	6.2 (A)	12.0	5.6	8.7	13.5	8.1	5.1	83.3
Repairs and maintenance	4.0 (A)	7.0	3.7	4.8	7.9	6.1	3.3	68.6
Utilities and telephone/telecommunication	2.5 (B)	6.0	2.1	4.1	7.1	3.5	1.9	78.9
Rent	2.7 (A)	3.6	2.6	3.5	3.4	5.1	2.1	55.5
Interest and bank charges	2.5 (A)	3.8	2.4	2.1	4.6	2.6	2.4	94.1
Professional and business fees	1.9 (A)	2.2	1.8	1.8	2.3	3.4	1.6	93.4
Advertising and promotion	0.5 (A)	0.6	0.4	0.6	0.6	0.6	0.4	66.1
Delivery, shipping and warehouse expenses	0.8 (A)	0.3	0.9	0.6	0.2	0.6	0.9	34.7
Insurance	1.4 (A)	2.4	1.3	2.2	2.6	2.0	1.2	73.2
Other expenses	15.0 (A)	20.3	14.4	17.4	22.7	17.4	13.8	95.2
Total expenses	97.3 (A)	88.2	98.2	71.9	96.4	95.5	98.7	100.0
Net profit/loss	2.7 (C)	11.9	1.8	28.3	3.7	4.5	1.3	99.3

Average number of paid employees

2.7 0.6 4.8 0.3 0.8 2.2 7.4

FINANCIAL RATIOSInterest coverage ratio

2.0 4.1 1.7 14.6 1.8 2.7 1.5

Gross margin (%)

57.5 94.2 53.9 94.1 94.3 82.0 48.6

PROFITABLE vs NON-PROFITABLE BUSINESSES**(thousands of dollars)**Profitable

Percent of businesses (%)

64.8

Total revenue

354.7 (A) 64.6 686.9 43.7 89.4 215.5 1184.0

Total expenses

319.8 (A) 48.2 630.1 23.1 78.4 182.9 1102.1

Net profit

35.0 (B) 16.4 56.7 20.7 11.1 32.2 82.1

Non-ProfitableTotal revenue

414.4 (A) 73.0 679.0 46.3 94.2 214.2 1100.5

Total expenses

450.4 (A) 83.6 734.7 55.7 105.8 242.4 1181.2

Net loss

-35.9 (A) -10.5 -55.7 -9.3 -11.5 -27.6 -81.0

Updated: 2004-05-31

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PRODUCT SOURCES

NAME: Storey Leathers Ltd.
ADDRESS: 7278 Curragh Avenue
Burnaby, British Columbia V5J 4V9
PHONE: (604) 254-8101 **FAX:** 1-800-665-6344
PRODUCTS: Shoe store & shoe repair supplies, industrial footwear. Princess Dye dyeable shoes, Brooke imported women's footwear.

NAME: Warkov-Safeer Leather Limited
ADDRESS: 462 Hargrave Street
Winnipeg, Manitoba R3A 0X5
PHONE: (204) 943-3753 **FAX:** (204) 947-2162
Or 1-800-665-8619
PRODUCTS: Shoemaking machinery, tools, shoe finishers & shoe repair supplies.
WEBSITE: www.warkov.com
E-MAIL: sales@warkov.com

NAME: Accessories
ADDRESS: 50 Day Street
Norwalk, CT 06854-3127
PHONE: (203) 853-6015
USE: A trade journal that lists raw material suppliers of leather goods.

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Western Retail Interiors

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (306) 477-2244
Or 1-800-665-0550

FAX: (306) 477-0550

PRODUCTS: Wilson display fixtures, Wilson wall design, layout, and millwork.

WEB SITE: <http://www.westernretail.com>

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700
Or

FAX: (306) 721-4711

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440

FAX: (306) 934-7111

PRODUCTS: Full line of fixtures, gondolas etc. - design and layout. Shelving and racking, etc.

NAME: Fairwell Commercial Interiors Ltd.

ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2

PHONE: (306) 586-6854

FAX: (306) 586-3631

PRODUCTS: Fixtures, flatwall, grid, store design, layout & construction.

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Winnipeg Sewing Machine Limited
ADDRESS: 49 Adelaide Street
Winnipeg, Manitoba R3A 0V8
PHONE: (204) 943-3103
PRODUCTS: Sewing & basting machinery.

NAME: Planned Commercial Interiors
ADDRESS: 4330 Robinson Street
Regina, Saskatchewan S4S 3E3
PHONE: (306) 347-7875 **FAX:** (306) 347-7762
PRODUCTS: Display fixtures, equipment and layout.

NAME: Alsort Store Fixtures & Interiors
ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6
PHONE: (306) 352-6700 **FAX:** (306) 352-4100
PRODUCTS: Layout, design, shelving, fixtures & equipment.
WEB SITE: www.alsort.com
E-MAIL: alsort@sasktel.net

TRADE SHOWS

NAME: GDS - International Shoe Fair

FREQUENCY: Biannual – March and September (Trade)

ADDRESS: Messe Dusseldorf Gmbh
Stockhumer Kirchstrasse 61
40474 Duesseldorf
Postfach 10 10 06
40001 Dusseldorf, Germany

PHONE: +49 (0)211 45 60 01 **FAX:** +49 (0)211 45 60-668
Or +49 (0)211 45 60-900 (Infotel)

PRODUCTS: Women's, men's & children's shoes in various product and quality categories, as well as leather accessories.

WEBSITE: www.messe-duesseldorf.de

E-MAIL: gds@messe-duesseldorf.de

TRADE ASSOCIATIONS

NAME: Shoe Manufacturers Association of Canada

ADDRESS: Baie d'Urfe Business Centre
90 Morgan Road, Suite 203
Baie d'Urfe, Quebec H9X 3A8

PHONE: (514) 457-3436 **FAX:** (514) 457-8004

E-MAIL: hanna@shoecanada.com

TRADE JOURNALS

NAME: Canadian Footwear Journal (Canadian Shoemaking Directory & Buyers Guide)
FREQUENCY: One year subscription
ADDRESS: Shoe Trades Publishing Company
61 Massachusetts Avenue
Arlington, MA 02474-8612
PHONE: 1-781-648-8160 **FAX:** 1-781-646-9832
WEBSITE: www.shoetrades.com
E-MAIL: info@shoetrades.com

NAME: Footwear News (FN)
FREQUENCY: Weekly
ADDRESS: Fairchild Publications
7 West 34th Street
New York, New York 10001
PHONE: (212) 630-4000
Or 1-800-204-4515
WEBSITE: www.footwearnews.com
E-MAIL: customerservice@fairchildpub.com

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

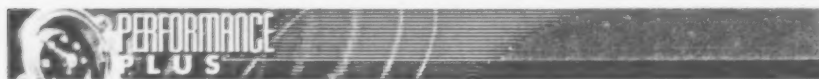
E-MAIL: webmaster@lab.gov.sk.ca

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STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada

NAICS Number: 81143 - Footwear and Leather Goods Repair

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	360							
Revenue Range								
Low Value (\$ 000)	30	30	69	30	45	69	103	
High Value (\$ 000)	5000	69	5000	45	69	103	5000	

(percent of total revenue)

<u>Total revenue</u>	100.0 (B)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
<u>Cost of sales (direct expenses)</u>	36.6 (A)	26.7	40.0	26.8	26.2	34.2	42.4	91.3
Wages and benefits	3.2 (B)	1.7	3.4	3.5	1.9	0.5	4.7	16.2
Purchases, materials and sub-contracts	34.0 (A)	25.2	37.4	23.5	24.5	35.1	38.4	89.7
Opening inventory	12.3 (B)	14.6	11.8	12.6	15.2	9.0	13.0	64.5
Closing inventory	13.0 (B)	14.8	12.6	12.8	15.4	10.4	13.6	65.9
<u>Operating expenses (indirect expenses)</u>	47.3 (A)	53.0	45.7	54.9	50.3	51.8	43.1	100.0
Labour and commissions	13.4 (B)	7.2	15.6	5.1	8.3	11.9	17.2	69.8
Amortization and depletion	3.5 (B)	3.4	3.3	6.2	3.1	4.5	2.8	83.2
Repairs and maintenance	1.3 (B)	2.0	1.1	3.3	1.1	1.9	0.8	72.1
Utilities and telephone/telecommunication	2.5 (B)	3.7	2.1	4.3	3.0	3.4	1.6	90.2
Rent	10.9 (B)	15.9	9.6	16.1	13.9	11.9	8.5	85.5
Interest and bank charges	2.9 (C)	3.4	2.8	3.5	3.1	5.1	1.9	89.1
Professional and business fees	1.7 (B)	1.5	1.8	1.7	1.2	1.2	2.0	90.5
Advertising and promotion	1.1 (B)	1.3	1.1	1.5	1.1	0.9	1.2	75.7
Delivery, shipping and warehouse expenses	0.2 (C)	0.1	0.2	0.1	0.1	0.3	0.2	16.8
Insurance	1.1 (B)	1.4	1.1	1.6	1.1	1.4	0.9	82.7
Other expenses	8.6 (B)	13.1	7.0	11.3	14.2	9.4	6.0	100.0
<u>Total expenses</u>	83.9 (A)	79.6	85.7	81.7	76.5	85.9	85.6	100.0
<u>Net profit/loss</u>	15.8 (C)	20.4	13.9	18.3	23.6	14.0	13.9	99.4

Average number of paid employees	0.6	0.2	1.0	0.1	0.2	0.4	1.6
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FINANCIAL RATIOS

Interest coverage ratio	6.4	7.1	5.9	6.2	8.7	3.8	8.3
Gross margin (%)	63.4	73.3	60.0	73.2	73.8	65.8	57.6

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)	80.5						
Total revenue	89.5 (B)	45.4	131.8	36.8	54.5	81.1	182.9
Total expenses	69.3 (B)	31.6	105.9	26.8	36.1	66.3	145.8
Net profit	20.3 (C)	13.8	26.2	10.0	18.4	14.8	37.7

Non-Profitable

Total revenue	105.7 (B)	48.8	167.6	36.8	59.9	85.7	230.9
Total expenses	112.5 (B)	55.8	174.2	43.5	67.1	91.2	238.4
Net loss	-8.9 (A)	-6.9	-11.0	-6.7	-7.2	-5.9	-15.0

Updated: 2004-04-07

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PRODUCT SOURCES

NAME: Hallmark Shoes Limited
ADDRESS: 2421 A Alpha Ave
Vancouver, British Columbia V5C 5L2
PHONE: (604) 254-1626
PRODUCTS: Agents & distributors representing: NRC Design, Bootik Inc., Newman, Ritter & Rittermocs.

NAME: Weyler Agencies Limited
ADDRESS: 2421 C Alpha Avenue
Burnaby, British Columbia V5C 5L2
PHONE: (604) 298-1237
Or 1-800-263-6374 **FAX:** (604) 298-0371
PRODUCTS: Tana shoes, cosmetics, men's, ladies', children's leather, man-made, & canvas shoes & work boots.

NAME: Town and Country Footwear Limited
ADDRESS: 7130 Fisher Road SE 8
Calgary, Alberta T2H 0W3
PHONE: (403) 253-1400 **FAX:** (403) 255-5465
PRODUCTS: Safety & family footwear open to the public.

NAME: R B Import Footwear Inc.
ADDRESS: 1310 Odium Drive
Vancouver, British Columbia V5L 3M3
PHONE: (604) 254-8064
Or 1-800-665-6344 **FAX:** (604) 254-0201
PRODUCTS: Shoe store & shoe repair supplies, industrial footwear. Princess Dye dyeable shoes, Brooke imported women's footwear.

PRODUCT SOURCES

NAME: Warkov-Safeer Leather Limited

ADDRESS: 462 Hargrave Street
Winnipeg, Manitoba R3A 0X5

PHONE: (204) 943-3753 **FAX:** (204) 947-2162

PRODUCTS: Shoemaking machinery, tools, shoe finishers & shoe repair supplies.

WEBSITE: www.warkov.com

E-MAIL: sales@warkov.com

NAME: Shoe Factory Buyers Guide

ADDRESS: Shoe Trades Publishing Company
61 Massachusetts Avenue
Arlington, MA 02474-8612

PHONE: (781) 648-8160 **FAX:** (781) 646-9832

PRODUCTS: Shoemaking machinery, tools, shoe finishers & shoe repair supplies.

WEBSITE: www.shoetrades.com

E-MAIL: info@shoetrades.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Western Retail Interiors

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (306) 477-2244
Or 1-800-665-0550

FAX: (306) 477-0550

PRODUCTS: Wilson display fixtures, Wilson wall design, layout, and millwork.

WEB SITE: <http://www.westernretail.com>

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700
Or

FAX: (306) 721-4711

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440

FAX: (306) 934-7111

PRODUCTS: Full line of fixtures, gondolas, shelving and racking, etc. - design and layout.

NAME: Planned Commercial Interiors

ADDRESS: 4330 Robinson Street
Regina, Saskatchewan S4S 3E3

PHONE: (306) 347-7875

FAX: (306) 347-7762

PRODUCTS: Display fixtures, equipment, and layout.

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Alsort Store Fixtures & Interiors
ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6
PHONE: (306) 352-6700 **FAX:** (306) 352-4100
PRODUCTS: Layout, design, shelving & equipment.
WEB SITE: www.alsort.com
E-MAIL: alsort@sasktel.net

NAME: Warkov-Safeer Leather Limited
ADDRESS: 462 Hargrave Street
Winnipeg, Manitoba R3A 0X5
PHONE: (204) 943-3753 **FAX:** (204) 947-2162
PRODUCTS: Shoemaking machinery, tools, shoe finishers & shoe repair supplies.
WEBSITE: www.warkov.com
E-MAIL: sales@warkov.com

NAME: Winnipeg Sewing Machine Limited
ADDRESS: 49 Adelaide Street
Winnipeg, Manitoba R3A 0V8
PHONE: (204) 943-3103
PRODUCTS: Sewing & basting machinery

NAME: Fairwell Commercial Interiors Ltd.
ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2
PHONE: (306) 586-6854 **FAX:** (306) 586-3631
PRODUCTS: Fixtures, flatwall, grid, store design, layout & construction.

FIXTURE & EQUIPMENT SUPPLIERS

NAME: W.R. Display & Packaging

ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7

PHONE: (204) 925-7900
Or 1-800-665-8447

FAX: (204) 925-7910
or 1-800-668-4743

PRODUCTS: All your retail display and packaging equipment and supplies.

WEB SITE: <http://www.wrdisplay.ca>

E-MAIL: info@wrdisplay.ca

NAME: Mayers Packaging Ltd.

ADDRESS: 50 Mandalay Drive
Winnipeg, Manitoba R2X 2Z2

PHONE: (204) 774-1651
Or 1-800-801-1651
Or 1-800-801-9137

FAX: (204) 783-7760

PRODUCTS: Shelving, racks, boxes, gift-wrap, bows, etc.

WEB SITE: <http://www.mayers.ca>

E-MAIL: winnipeg@mayerspackaging.com

NAME: Blazer Store Fixtures Inc.

ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7

PHONE: (306) 244-1212

FAX: (306) 244-4412

PRODUCTS: New & used shelving, accessories, slatwalls, counters, etc.

WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>

E-MAIL: blazerstorefixtures@sasktel.net

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Westmount Store Fixtures

ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4

PHONE: (780) 424-8950 **FAX:** (780) 425-8578
Or 1-800-561-1951

PRODUCTS: Shure Sell store fixtures, layouts and design.

WEBSITE: www.westmountstorefixtures.com

E-MAIL: fixtures@westmountstorefixtures.com

TRADE SHOWS

NAME: GDS - International Shoe Fair

FREQUENCY: Biannual – March and September (Trade)

ADDRESS: Messe Dusseldorf Gmbh
Stockhumer Kirchstrasse 61
40474 Duesseldorf
Postfach 10 10 06
40001 Dusseldorf, Germany

PHONE: +49 (0)211 45 60 01 **FAX:** +49 (0)211 45 60-668
Or +49 (0)211 45 60-900 (Infotel)

PRODUCTS: Women's, men's and children's shoes, in various product and quality categories as well as leather accessories.

WEBSITE: www.messe-duesseldorf.de

E-MAIL: gds@messe-duesseldorf.de

NAME: World Shoe Association International Buying Market

FREQUENCY: Biannual – August and February (Trade) in Las Vegas

LOCATION: Mandalay Bay Convention Center, Sands Expo and Venetian Hotel

ADDRESS: World Shoe Association
20281 SW Birch Street, Suite 200
Newport Beach, California 92660

PHONE: (949) 851-8451 **FAX:** (949) 851-8523

PRODUCTS: Shoes, hand bags, accessories.

WEBSITE: www.wsashow.com

TRADE ASSOCIATIONS

NAME: The Shoe Industry Suppliers Association of Canada

ADDRESS: 90 Morgan Avenue
Pointe Claire, Quebec H9X 3A8

PHONE: (514) 457-3436 **FAX:** (514) 937-7066

NAME: Shoe Manufacturers Association of Canada

ADDRESS: Baie d'Urfe Business Centre
90 Morgan Road, Suite 203
Baie d'Urfe, Quebec H9X 3A8

PHONE: (514) 457-3436 **FAX:** (514) 457-8004

E-MAIL: hanna@shoecanada.com

NAME: Shoe Travellers' Association of Canada

ADDRESS: 263 Westdale Rd.
Oakville, Ontario L6L 4Z7

PHONE: (905) 338-1882

TRADE JOURNALS

NAME: Canadian Footwear Journal (Canadian Shoemaking Directory & Buyers Guide)
FREQUENCY: One year subscription
ADDRESS: Shoe Trades Publishing Company
61 Massachusetts Avenue
Arlington, MA 02474-8612
PHONE: 1-781-648-8160 **FAX:** 1-781-646-9832
WEBSITE: www.shoetrades.com
E-MAIL: info@shoetrades.com

NAME: Footwear News (FN)
FREQUENCY: Weekly
ADDRESS: Fairchild Publications
7 West 34th Street
New York, New York 10001
PHONE: (212) 630-4000
Or 1-800-204-4515

NAME: American Shoemaking
FREQUENCY: Monthly
ADDRESS: Shoe Trades Publishing Company
61 Massachusetts Avenue
Arlington, Massachusetts 02474-8612
PHONE: (781) 648-8160 **FAX:** (781) 646-9832
WEBSITE: www.shoetrades.com
E-MAIL: info@shoetrades.com

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca



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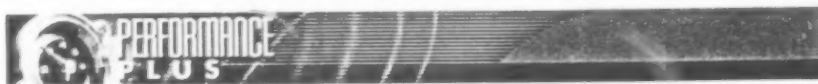
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [4482](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number 4482 - Shoe Stores

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	1110							
Revenue Range								
Low Value (\$ 000)	30	30	270	30	128	270	513	
High Value (\$ 000)	5000	270	5000	128	270	513	5000	

(percent of total revenue)

<u>Total revenue</u>	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
<u>Cost of sales (direct expenses)</u>	61.1 (A)	64.7	60.5	61.8	65.8	66.2	58.7	97.9
Wages and benefits	0.7 (C)	2.0	0.5	1.1	2.4	0.1	0.5	3.3
Purchases, materials and sub-contracts	59.1 (A)	56.3	59.5	51.6	58.0	64.9	57.8	96.6
Opening inventory	25.6 (A)	38.2	23.5	47.1	34.6	22.7	23.8	74.1
Closing inventory	24.2 (A)	31.9	23.0	38.0	29.3	21.6	23.4	68.1
<u>Operating expenses (indirect expenses)</u>	37.2 (A)	38.1	37.1	43.7	35.8	31.5	38.9	99.9
Labour and commissions	16.3 (A)	11.2	17.1	9.9	11.7	14.2	18.0	90.4
Amortization and depletion	1.1 (A)	1.2	1.1	1.5	1.0	1.1	1.2	85.0
Repairs and maintenance	0.5 (A)	0.7	0.4	0.8	0.6	0.5	0.4	69.6
Utilities and telephone/telecommunication	1.1 (A)	2.0	0.9	3.0	1.6	1.0	0.9	89.5
Rent	7.5 (A)	8.3	7.4	8.3	8.2	5.9	7.9	85.6
Interest and bank charges	2.2 (A)	2.9	2.1	2.9	2.8	2.1	2.1	96.1
Professional and business fees	1.1 (A)	1.3	1.0	2.0	1.0	0.8	1.1	91.9
Advertising and promotion	1.8 (A)	1.5	1.9	1.7	1.5	1.5	2.0	84.5
Delivery, shipping and warehouse expenses	0.4 (C)	1.0	0.3	0.6	1.2	0.1	0.3	31.5
Insurance	0.5 (A)	0.8	0.5	1.0	0.8	0.5	0.4	82.9
Other expenses	4.8 (A)	7.3	4.4	12.0	5.3	3.8	4.6	99.4
<u>Total expenses</u>	98.3 (A)	102.6	97.6	105.5	101.6	97.7	97.6	100.0
<u>Net profit/loss</u>	1.7 (B)	-2.8	2.4	-5.7	-1.6	2.3	2.4	100.0

Average number of paid employees

4.3 0.9 7.7 0.4 1.4 3.0 12.5

FINANCIAL RATIOS

Interest coverage ratio

1.8 0.0 2.2 -0.9 0.4 2.1 2.2

Gross margin (%)

38.9 35.3 39.5 38.2 34.2 33.8 41.3

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

60.1

Total revenue

569.6 (A) 142.9 890.1 74.0 189.0 410.6 1297.7

Total expenses

539.3 (A) 131.5 845.9 65.6 175.9 385.7 1236.9

Net profit

30.3 (B) 11.4 44.4 8.2 13.1 24.8 61.1

Non-Profitable

Total revenue

350.2 (A) 125.5 700.1 72.8 185.2 378.4 1157.1

Total expenses

375.5 (A) 145.1 734.2 89.8 207.8 396.9 1213.4

Net loss

-25.5 (A) -19.7 -34.3 -17.0 -22.8 -18.5 -56.0

Updated: 2004-05-22

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SPORTING GOODS STORE

PRODUCT SOURCES

NAME: Custom Silk Screening

ADDRESS: 1145 Winnipeg Street
Regina, Saskatchewan S4R 1J5

PHONE: (306) 522-8224
Or 1-866-536-4522

FAX: (306) 761-8089

PRODUCTS: Printed T-shirts, caps, and sportswear. Wholesale prices and quick delivery.

NAME: York Barbell Co. Ltd.

ADDRESS: 1450 South Service Road West
Oakville, Ontario L6L 5T7

PHONE: (905) 827-6362

FAX: (905) 827-9593

PRODUCTS: Weight & exercise equipment.

WEB SITE: <http://www.yorkbarbells.com>

NAME: Adidas (Canada) Ltd.

ADDRESS: 3210 Langstaff Road
Vaughn, Ontario L4K 5B2

PHONE: 1-800-268-7767

WEB SITE: <http://www.adidas.ca>

NAME: Bauer Incorporated

ADDRESS: 150 Ocean Road
Greenland, NH 03840

FAX: (603) 430-3010

WEB SITE: www.bauer.com

PRODUCT SOURCES

NAME: Regina Sportplex / Fieldhouse
ADDRESS: c/o City of Regina
PO Box 1790
Regina, Saskatchewan S4P 3C8
PHONE: (306) 777-7156 **FAX:** (306) 777-6826
PRODUCTS: Uniforms, racquets, aerobic wear & home workout centres.

NAME: Hollandia Sports Net Manufacturers Limited
ADDRESS: 35 Fallbrook Rd.
Hampstead, Quebec H3X 3W1
PHONE: (514) 332-4376 **FAX:** (514) 339-1962
PRODUCTS: Hockey, tennis nets, in-line hockey, safety sports, divider nets, baseballs, gloves, etc.

NAME: Nike Canada Ltd.
ADDRESS: 175 Commerce Valley Drive W.
Thornhill, Ontario L3T 7P6
PHONE: (905) 764-0400 **FAX:** (905) 764-1266
Or 1-800-663-6453
WEB SITE: <http://www.nike.com/canada>

NAME: Norco Products Ltd.
ADDRESS: 1465 Kebet Way
Port Coquitlam, B.C. V3C 6L3
PHONE: (604) 552-2930 **FAX:** (604) 552-2931
Or 1-800-663-8916
WEB SITE: <http://www.norco.com>

SPORTING GOODS STORE

PRODUCT SOURCES

NAME: Super Sport Manufacturing Limited
ADDRESS: 1310 E Hastings Street
Vancouver, British Columbia V5L 1S3
PHONE: (604) 253-4521 **FAX:** (604) 253-4505
PRODUCTS: Organized bike rooms, space saving storage racks.
WEBSITE: <http://www.supersport.bc.ca>

NAME: Golden Arrow Archery
ADDRESS: Highway #1 East
P.O. Box 1652,
Regina, Saskatchewan S4P 3C4
PHONE: (306) 757-1221 **FAX:** (306) 781-6003
PRODUCTS: Bows, arrows, clothing, knives, calls, and all accessories.
WEB SITE: <http://www.goldenarrow.sk.ca>
E-MAIL: goldenarrow@sasktel.net

NAME: Spalding Canada
ADDRESS: 250 Courtland Avenue
Concord, Ontario L4K 4N3
PHONE: (905) 660-5434 **FAX:** (905) 660-5533
Or (403) 257-3669 (Calgary, Alberta)
WEB SITE: <http://www.spalding.com>

NAME: Caldwell Industries Company Limited
ADDRESS: 384 Lynn Ave.
North Vancouver, B.C. V7J 2C5
PHONE: (604) 988-6181 **FAX:** (604) 988-1161
PRODUCTS: Shooting & hunting supplies.

PRODUCT SOURCES

NAME: Wilson Sports Equipment Canada Inc.
ADDRESS: 85 Davey Road
PO Box 909
Belleville, Ontario K8N 5B6
PHONE: (613) 966-9220
Or 1-800-267-7506
FAX: (613) 966-9366
WEB SITE: <http://www.wilsonsports.com>

NAME: Ultimate Skateboard Distributors Incorporated
ADDRESS: 150 – 11780 River Road
Richmond, British Columbia V6X 1Z7
PHONE: (604) 279-8408
FAX: (604) 279-8458
PRODUCTS: Athletic clothing, footwear, swimwear & accessories.
WEBSITE: www.concretepowder.com
E-MAIL: info@concretepowder.com

NAME: Interex Industries Ltd.
ADDRESS: 1535 3rd Ave W
Vancouver, British Columbia V6J 1J8
PHONE: (604) 732-6868
Or 1-800-663-8613
FAX: (604) 732-8189
PRODUCTS: Distributors of vasque hiking boots & rugged outdoor shoes, craft ski wear.
WEBSITE: www.yaktrax.ca
E-MAIL: info@yaktrax.ca

SPORTING GOODS STORE

PRODUCT SOURCES

NAME: Wholesale Sports of Canada Ltd.

ADDRESS: 225 - 55th Avenue SE
Calgary, Alberta T2H 0N8

PHONE: (403) 253-5566 **FAX:** (403) 253-5660

WEBSITE: www.wholesalesports.com

E-MAIL: wsports@wholesalesports.com

SPORTING GOODS STORE

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Western Retail Interiors

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (306) 477-2244
Or 1-800-665-0550

FAX: (306) 477-0550

PRODUCTS: Wilson display fixtures, Wilson wall design, layout, and millwork.

WEB SITE: <http://www.westernretail.com>

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700
Or

FAX: (306) 721-4711

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440

FAX: (306) 934-7111

PRODUCTS: Full line of fixtures, gondolas, etc. Design and layout, shelving, racking, etc.

NAME: Fairwell Commercial Interiors Ltd.

ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2

PHONE: (306) 586-6854

FAX: (306) 586-3631

PRODUCTS: Fixtures, flatwall, grid, store design, layout & construction.

SPORTING GOODS STORE

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Blazer Store Fixtures Inc

ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7

PHONE: (306) 244-1212
Or 1-866-446-1212

FAX: (306) 244-4412

PRODUCTS: New/used shelving, accessories, racks, hangers, counters, refrigerators

WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>

E-MAIL: blazerstorefixtures@sasktel.net

NAME: Alsort Store Fixtures & Interiors

ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6

PHONE: (306) 352-6700

FAX: (306) 352-4100

PRODUCTS: Layout, design, shelving & equipment.

WEB SITE: www.alsort.com

E-MAIL: alsort@sasktel.net

NAME: Planned Commercial Interiors

ADDRESS: 4330 Robinson Street
Regina, Saskatchewan S4S 3E3

PHONE: (306) 347-7875

FAX: (306) 347-7762

PRODUCTS: Fixtures and equipment

SPORTING GOODS STORE

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Johnston Equipment
ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2
PHONE: (306) 721-2300
Or 1-800-668-5586 **FAX:** (306) 721-2175
PRODUCTS: Layouts, design, installation, metal shelving & racking etc.
WEBSITE: www.gjohnston.com

NAME: Westmount Store Fixtures
ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4
PHONE: (780) 424-8950
Or 1-800-561-1951 **FAX:** (780) 425-8578
PRODUCTS: Shure Sell store fixtures, layouts and design.
WEBSITE: www.westmountstorefixtures.com
E-MAIL: fixtures@westmountstorefixtures.com

NAME: Mayer's Packaging Ltd.
ADDRESS: 50 Mandalay Drive
Winnipeg, Manitoba R2X 2Z2
PHONE: (204) 774-1651
Or 1-800-801-1651 **FAX:** (204) 783-7760
PRODUCTS: Shelving, racks, boxes, gift-wrap, bows, etc.
WEB SITE: <http://www.mayers.ca>
E-MAIL: winnipeg@mayerspackaging.com

SPORTING GOODS STORE

FIXTURE & EQUIPMENT SUPPLIERS

NAME: W. R. Display & Packaging

ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7

PHONE: (204) 925-7900
Or 1-800-665-8447

FAX: (204) 925-7910
Or 1-800-668-4743

PRODUCTS: Retail display and packaging equipment and suppliers.

WEB SITE: <http://www.wrdisplay.ca>

E-MAIL: info@wrdisplay.ca

TRADE SHOWS

NAME: GDS - International Shoe Fair

FREQUENCY: Biannual – March and September (Trade)

ADDRESS: Messe Dusseldorf Gmbh
Stockhumer Kirchstrasse 61
40474 Duesseldorf
Postfach 10 10 06
40001 Dusseldorf, Germany

PHONE: +49 (0)211 45 60 01 **FAX:** +49 (0)211 45 60-668
Or +49 (0)211 45 60-900 (Infotel)

PRODUCTS: Women's, men's & children's shoes in various product and quality categories, as well as leather accessories.

WEBSITE: www.messe-duesseldorf.de

E-MAIL: gds@messe-duesseldorf.de

NAME: Toronto International Bicycle Show

FREQUENCY: Biannual – Spring and Fall (consumer)

ADDRESS: 1 Yonge Street, Suite 1801
Toronto, Ontario M5E 1W7

PHONE: (416) 363-1292 **FAX:** (416) 369-0515

PRODUCTS: Bicycles, bicycle clothing, parts & aftermarket supplies.

WEB SITE: <http://www.telsec.net/bicycleshow>

SPORTING GOODS STORE

TRADE SHOWS

NAME: Canadian Sports Retail Summer Show

FREQUENCY: Annual – August [trade]

ADDRESS: Canadian Sporting Goods Association
425, Viger Avenue West, Suite 416
Montreal, PQ H2Z 1X2

PHONE: (514) 393-1132 **FAX:** (514) 393-9513
Or 1-888-393-3002

PRODUCTS: Sporting goods, equipment & services.

WEBSITE: www.csga.ca

E-MAIL: csga@csga.ca

NAME: Montreal Sportsman Show

FREQUENCY: Annual – February (Consumer)

ADDRESS: Canadian National Sportsmen's Shows
980 rue St. Antoine Ouest, Suite 222
Montreal, Quebec H3C 1A8

PHONE: (514) 866-5409 **FAX:** (514) 866-4092

PRODUCTS: Major manufacturers, distributors, and retailers of camping, outdoors, fishing, and hunting industries. Tent trailers, fishing boats, canoes, kayaks, etc.

WEB SITE: <http://www.sportsmensshows.com/Montreal/index.html>

NAME: Canadian Hunting & Shooting Sports and Outdoor Trade Show

FREQUENCY: Annual - February (Trade) in the Ottawa Congress Centre

ADDRESS: Canadian Sporting Arms & Ammunition Association
37 Brownlee Drive
Bradford, Ontario L3Z 2A4

PHONE: (905) 778-9755 **FAX:** (905) 775-8005

PRODUCTS: Firearms, ammunition, outdoor clothing, hunting & shooting accessories; fishing & camping equipment, archery and outdoor products.

E-MAIL: csaaa@hotmail.com

TRADE SHOWS

NAME: Hockey & Sports Show

FREQUENCY: Annual - September (Trade) in Toronto

ADDRESS: Canadian Sporting Goods Association
425 Viger Avenue West, Suite 416
Montreal, Quebec H2Z 1X2

CONTACT: Marisa Viviani

PHONE: (514) 393-1132 **FAX:** (514) 393-9513
Or 1-888-393-3002

PRODUCTS: General sporting goods products

WEB SITE: <http://www.csga.ca>

E-MAIL: csga@csga.ca

NAME: Red Deer Sportsman Show

FREQUENCY: Annual - March (Consumer)

ADDRESS: PO Box 2
Red Deer, Alberta T4N 5E7

PHONE: (403) 886-4858 **FAX:** (403) 886-4858

PRODUCTS: Sporting, hunting, and fishing supplies, bikes, roller blades, skateboards, leisure activities, BMX, and related wheel sports.

TRADE ASSOCIATIONS

NAME: Canadian Sporting Goods Association (CSGA)
ADDRESS: #416, 425 Viger Avenue West
Montreal, Quebec H2Z 1X2
PHONE: (514) 393-1132 **FAX:** (514) 393-9513
Or 1-888-393-3002
WEB SITE: <http://www.csga.ca>
E-MAIL: csga@csga.ca

NAME: Shoe Industry Suppliers Association of Canada
ADDRESS: 7910 Pelletier St
Montreal, Quebec J4X 1J7
PHONE: (450) 671-3604 **FAX:** (450) 671-0166

NAME: Shoe Manufacturers Association of Canada
ADDRESS: Baie d'Urfe Business Centre
90 Morgan Road, Suite 203
Baie d'Urfe, Quebec H9X 3A8
PHONE: (514) 457-3436 **FAX:** (514) 457-8004
E-MAIL: hanna@shoecanada.com

NAME: Shoe Travellers' Association of Canada
ADDRESS: 263 Westdale Rd.
Oakville, Ontario L6L 4Z7
PHONE: (905) 338-1882

TRADE JOURNALS

NAME: Canadian Footwear Journal (Canadian Shoemaking Directory & Buyers Guide)
FREQUENCY: One year subscription
ADDRESS: Shoe Trades Publishing Company
61 Massachusetts Avenue
Arlington, MA 02474-8612
PHONE: 1-781-648-8160 **FAX:** 1-781-646-9832
WEBSITE: www.shoetrades.com
E-MAIL: info@shoetrades.com

NAME: Footwear News (FN)
FREQUENCY: Weekly
ADDRESS: Fairchild Publications
7 West 34th Street
New York, New York 10001
PHONE: (212) 630-4000
Or 1-800-204-4515

NAME: Shoe Factory Buyers Guide
FREQUENCY: Annual
ADDRESS: Shoe Trades Publishing Company
61 Massachusetts Avenue
Arlington, MA 02474-8612
PHONE: 1-781-648-8160 **FAX:** 1-781-646-9832
WEBSITE: www.shoetrades.com
E-MAIL: info@shoetrades.com

SPORTING GOODS STORE**TRADE JOURNALS**

NAME: (1) Principles of Bicycle Retailing II
(2) Principles of Bicycle Retailing III

ADDRESS: Info Net Publishing
21142 Canada Road, Unit 1-C
Lake Forest, CA 92630

PHONE: (949) 462-0224 **FAX:** (949) 462-9595

WEBSITE: www.infonetpublishing.com

NAME: Sports Business International

FREQUENCY: Monthly

ADDRESS: 62 Peary Way
Kanata, Ontario K2L 1Z8

PHONE: (613) 270-0249

WEBSITE: www.sportbusiness.com

NAME: Sporting Goods Dealer

FREQUENCY: Monthly

ADDRESS: VNU Business Media
770 Broadway
New York, New York 10003

PHONE: (646) 654-5446

WEB SITE: <http://www.vnubusinessmedia.com/>

E-MAIL: bmcomm@vnuinc.com

TRADE JOURNALS

NAME: NSGA Retail Focus (for members only)

FREQUENCY: Six issues per year

ADDRESS: National Sporting Goods Association
1601 Feehanville Drive, #300
Mount Prospect, Illinois 60056

PHONE: (847) 296-6742 (ext 129) **FAX:** (847) 391-9827

WEBSITE: www.nsga.org

E-MAIL: info@nsga.org

SPORTING GOODS STORE

OTHER SOURCES OF INFORMATION

NAME: Starting a Retail Clothing Store (Online Business Info Guide)

CONTACT: Canada - Saskatchewan Business Service Centre

ADDRESS: 345 - 3rd Avenue South
Saskatoon, Saskatchewan S7K 2H6

PHONE: (306) 956-2323
Or 1-800-667-4374

FAX: (306) 956-2328

WEBSITE: http://www.cbisc.org/sask/sbis/search/display.cfm?code=8028&Coll=SK_PROVBIS_E

E-MAIL: saskatchewan@cbisc.ic.gc.ca

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca





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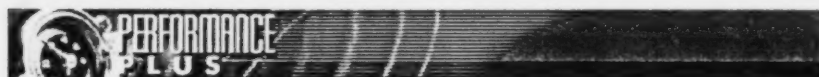
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [45111](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 45111 - Sporting Goods Stores

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	3250							
Revenue Range:								
Low Value (\$ 000)	30	30	216	30	94	216	572	
High Value (\$ 000)	5000	216	5000	94	216	572	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	65.8 (A)	56.8	67.0	50.6	58.6	63.1	68.1	95.0
Wages and benefits	1.0 (B)	1.2	0.9	0.6	1.4	0.8	1.0	8.2
Purchases, materials and sub-contracts	64.3 (A)	53.9	65.7	44.8	56.7	60.5	67.2	94.0
Opening inventory	21.1 (A)	22.2	21.0	25.0	21.4	22.5	20.5	61.5
Closing inventory	20.6 (A)	20.5	20.6	19.9	20.8	20.7	20.6	58.2
Operating expenses (indirect expenses)	31.7 (A)	37.9	30.9	40.8	37.1	34.5	29.8	99.8
Labour and commissions	13.3 (A)	9.4	13.6	8.8	9.8	14.5	13.6	84.4
Amortization and depletion	1.2 (A)	2.2	1.1	3.8	1.8	1.3	1.0	88.0
Repairs and maintenance	0.5 (A)	0.8	0.5	1.2	0.7	0.6	0.4	72.1
Utilities and telephone/telecommunication	1.1 (A)	2.2	1.0	2.7	1.9	1.4	0.9	86.3
Rent	4.3 (A)	5.6	4.1	4.4	5.9	4.6	4.0	77.5
Interest and bank charges	2.0 (A)	2.7	1.9	2.0	3.0	2.4	1.8	96.7
Professional and business fees	1.0 (A)	1.4	1.0	1.2	1.4	1.1	0.9	93.7
Advertising and promotion	2.1 (A)	1.6	2.2	1.7	1.6	1.6	2.3	89.0
Delivery, shipping and warehouse expenses	0.3 (A)	0.5	0.2	0.6	0.4	0.2	0.3	37.7
Insurance	0.5 (A)	1.1	0.5	1.5	1.0	0.7	0.4	81.3
Other expenses	5.3 (A)	10.3	4.7	12.8	9.5	6.1	4.3	99.3
Total expenses	97.5 (A)	94.7	97.9	91.4	95.7	97.7	97.9	100.0
Net profit/loss	2.5 (B)	5.3	2.1	8.5	4.3	2.3	2.1	99.7

Average number of paid employees

3 6 0 6 6 5 0 3 0 9 3 0 9 9

FINANCIAL RATIOS

Interest coverage ratio

2 2 2 9 2 1 5 2 2 5 2 0 2 2

Gross margin (%)

34 2 43 2 33 0 49 4 41 4 36 9 31 9

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

66 3

Total revenue

495 0 (A) 104 5 861 0 54 6 138 9 371 7 1313 5

Total expenses

463 9 (A) 86 3 815 8 40 4 122 1 342 9 1253 0

Net profit

31 0 (A) 16 1 45 2 14 1 16 8 28 9 60 3

Non-Profitable

Total revenue

386 4 (A) 95 2 712 2 55 7 152 2 356 6 1129 7

Total expenses

413 5 (A) 108 6 754 8 64 4 172 3 387 2 1186 0

Net loss

-27 1 (A) -13 4 -42 6 -8 7 -20 1 -30 6 -56 0

Updated: 2004-09-07

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PRODUCT SOURCES

NAME: Clarion Canada Inc (Automotive Components Only)
ADDRESS: 2239 Winston Park Drive
Oakville, Ontario L6H 5R1
PHONE: (905) 829-4600 **FAX:** (905) 829-4608
WEB SITE: www.clarioncanada.com

NAME: Nakamichi Canada
ADDRESS: 276 Marine Drive SW
Vancouver, British Columbia V5X 2R5
PHONE: (604) 324-7535 **FAX:** (604) 324-7919
WEB SITE: <http://www.nakamichi.com>

NAME: Sony of Canada Ltd
ADDRESS: 115 Gordon Baker Road
Toronto, Ontario M2H 3R6
PHONE: (416) 499-1414 **FAX:** (416) 497-1774
WEB SITE: <http://www.sony.ca>
E-MAIL: general_enquiries@sony.ca

NAME: Panasonic Canada Inc
ADDRESS: 5770 Ambler Drive
Mississauga, Ontario L4W 2T3
PHONE: (905) 624-5505 **FAX:** (905) 238-2360
WEB SITE: <http://www.panasonic.ca>

PRODUCT SOURCES

NAME: Denon Canada Inc
ADDRESS: 5 – 505 Apple Creek Boulevard
Markham, Ontario L3R 5B1
PHONE: (905) 475-4085 **FAX:** (905) 475-4159
WEB SITE: www.denon.ca

NAME: JVC Canada Inc
ADDRESS: 21 Finchdene Square
Scarborough, Ontario M1X 1A7
PHONE: (416) 293-1311 **FAX:** (416) 293-8208
WEB SITE: <http://www.jvc.ca>

NAME: Hitachi Canada Ltd.
ADDRESS: 2495 Meadowpine Boulevard
Mississauga, Ontario L5N 2L8
PHONE: 1-800-Hitachi
1-800-448-2244
WEB SITE: <http://www.hitachi.ca/>
E-MAIL: customerservice@hitachi.ca

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Western Retail Interiors

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (306) 477-2244 **FAX:** (306) 477-0550
Or 1-800-665-0550

PRODUCTS: Wilson display fixtures, Wilson wall design, layout, and millwork.

WEB SITE: <http://www.westernretail.com>

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700 **FAX:** (306) 721-4711

Or

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440 **FAX:** (306) 934-7111

PRODUCTS: Full line of fixtures, gondolas etc. - design and layout. Shelving and racking, etc.

NAME: Fairwell Commercial Interiors Ltd.

ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2

PHONE: (306) 586-6854 **FAX:** (306) 586-3631

PRODUCTS: Contractor

NAME: Johnston-Pacific Convey It

ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2

PHONE: (306) 721-2300 **FAX:** (306) 721-2175

PRODUCTS: Layout design, installation, shelving, racking, etc.

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Blazer Store Fixtures Inc

ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7

PHONE: (306) 244-1212
Or 1-866-446-1212

FAX: (306) 244-4412

PRODUCTS: New/used shelving, accessories, racks, hangers, counters, refrigeration equipment, coolers, etc.

WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>

E-MAIL: blazerstorefixtures@sasktel.net

NAME: Alsort Store Fixtures & Interiors

ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6

PHONE: (306) 352-6700

FAX: (306) 352-4100

PRODUCTS: Layout, design, shelving, store fixtures & equipment

WEB SITE: www.alsort.com

E-MAIL: alsort@sasktel.net

NAME: Westmount Store Fixtures

ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4

PHONE: (780) 424-8950
Or 1-800-561-1951

FAX: (780) 425-8578

PRODUCTS: Shure Sell store fixtures, layouts and design.

WEBSITE: www.westmountstorefixtures.com

E-MAIL: fixtures@westmountstorefixtures.com

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Mayer's Packaging Ltd.
ADDRESS: 50 Mandalay Drive
Winnipeg, Manitoba R2X 2Z2
PHONE: (204) 774-1651 **FAX:** (204) 783-7760
Or 1-800-801-1651
PRODUCTS: Shelving, racks, boxes, gift-wrap, bows, etc.
WEB SITE: <http://www.mayers.ca>
E-MAIL: winnipeg@mayerspackaging.com

NAME: W. R. Display & Packaging
ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7
PHONE: (204) 925-7900 **FAX:** (204) 925-7910
Or 1-800-665-8447 Or 1-800-668-4743
PRODUCTS: Retail display and packaging equipment and suppliers.
WEB SITE: <http://www.wrdisplay.ca>
E-MAIL: info@wrdisplay.ca

NAME: Planned Commercial Interiors
ADDRESS: 4330 Robinson Street
Regina, Saskatchewan S4S 3E3
PHONE: (306) 347-7875 **FAX:** (306) 347-7762
PRODUCTS: Display fixtures, equipment, and layout

TRADE SHOWS

NAME: International CES

FREQUENCY: Annual – January in Las Vegas

ADDRESS: Consumer Electronics Association
2500 Wilson Blvd.
Arlington, VA 22201-3834

PHONE: (703) 907-7600 **FAX:** (703) 907-7675

PRODUCTS Home audio and theatre equipment products and accessories, home networking technology, portability and wireless technology.

WEBSITE: www.ce.org

E-MAIL: cesinfo@ce.org

TRADE ASSOCIATIONS

NAME: Canadian Electronic & Appliance Service Association (CEASA)
ADDRESS: 5800 Explorer Drive, Suite 200
Mississauga, Ontario L4W 5K9
PHONE: (905) 629-7907 **FAX:** (905) 602-5686
WEB SITE: <http://www.ceasa.org>
E-MAIL: info@ceasa.org

TRADE JOURNALS

NAME: Sound and Vision

FREQUENCY: Monthly

ADDRESS: Hachette Filipacchi Magazines Inc.
1633 Broadway
New York, NY 10019

PHONE: (212) 767-6000
Or 1-800-876-9011

WEBSITE: www.hfmus.com

E-MAIL: <http://www.hfmus.com/HachetteUSA/page.asp?site=soundandvision>

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca





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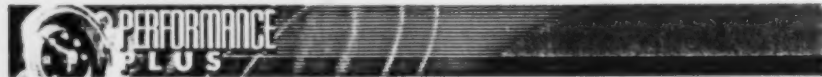
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) 443

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number 443 - Electronics and Appliance Stores

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	6740							
Revenue Range								
Low Value (\$ 000)	30	30	213	30	80	213	609	
High Value (\$ 000)	5000	213	5000	80	213	609	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	66.3 (A)	52.6	67.7	48.3	54.3	60.9	69.3	90.7
Wages and benefits	1.7 (A)	1.1	1.7	0.7	1.3	2.0	1.6	10.9
Purchases, materials and sub-contracts	65.0 (A)	51.8	66.3	51.1	52.1	59.8	67.9	90.4
Opening inventory	7.0 (A)	8.1	6.9	7.3	8.4	7.8	6.7	48.8
Closing inventory	7.4 (A)	8.4	7.3	10.8	7.4	8.7	7.0	49.3
Operating expenses (indirect expenses)	31.3 (A)	42.7	30.2	46.8	40.9	36.7	28.7	99.9
Labour and commissions	14.0 (A)	13.6	14.1	12.9	13.8	14.4	14.0	83.4
Amortization and depletion	1.4 (A)	2.9	1.2	3.1	2.8	1.8	1.1	82.5
Repairs and maintenance	0.5 (A)	0.9	0.4	1.0	0.9	0.6	0.4	63.9
Utilities and telephone/telecommunication	1.2 (A)	2.7	1.1	3.3	2.4	1.8	0.9	87.7
Rent	2.9 (A)	4.2	2.7	3.6	4.4	4.6	2.3	78.0
Interest and bank charges	1.2 (A)	1.8	1.2	1.5	2.0	1.6	1.1	93.7
Professional and business fees	1.3 (A)	1.7	1.2	1.8	1.6	1.3	1.2	91.0
Advertising and promotion	1.6 (A)	1.6	1.6	1.9	1.6	2.0	1.5	83.7
Delivery, shipping and warehouse expenses	0.4 (A)	0.4	0.4	0.4	0.4	0.4	0.4	37.9
Insurance	0.4 (A)	0.9	0.4	1.0	0.9	0.5	0.3	73.5
Other expenses	6.5 (A)	12.0	5.9	16.5	10.2	7.7	5.5	98.6
Total expenses	97.7 (A)	95.3	97.9	95.1	95.2	97.6	98.0	100.0
Net profit/loss	2.4 (B)	4.7	2.1	5.0	4.8	2.4	2.1	99.8

Average number of paid employees

2.1 0.4 3.8 0.2 0.5 1.5 6.1

FINANCIAL RATIOS

Interest coverage ratio

2.9 3.6 2.8 4.3 3.4 2.4 2.9

Gross margin (%)

33.7 47.4 32.3 51.7 45.7 39.1 30.7

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

64.3

Total revenue

580.2 (A) 96.0 1054.7 52.9 133.2 365.5 1624.5

Total expenses

544.0 (A) 79.4 999.3 39.6 113.8 328.3 1554.1

Net profit

36.3 (B) 16.6 55.6 13.4 19.4 37.2 70.9

Non-Profitable

Total revenue

421.4 (A) 89.9 767.6 49.1 140.2 366.6 1334.1

Total expenses

452.3 (A) 106.5 813.3 62.9 160.4 398.9 1398.7

Net loss

-30.8 (A) -16.6 -45.6 -13.7 -20.2 -32.4 -64.0

Updated: 2004-05-07

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FIXTURE & EQUIPMENT SUPPLIERS

NAME: Elan Services Incorporated

ADDRESS: 6 - 2320 King George Highway
Surrey, British Columbia V4A 5A5

PHONE: (604) 535-1553 **FAX:** (604) 538-4824
Or 1-800-663-2040

PRODUCTS: Sun beds, commercial & in-home sunlamps, lotions, supplies, medical light therapy equipment.

NAME: Can -Tan Sun Systems Ltd.

ADDRESS: 1385 Boundary Road
Vancouver, British Columbia V5K 4T9

PHONE: (604) 482-3230 **FAX:** (604) 482-3236
Or 1-800-667-7003

PRODUCTS: Sonnenbraune Wolff beds, sun capsule booths, new and used, commercial and home, financing available, free start-up kit, lotions and accessories.

WEBSITE: <http://www.cantan.com/>

E-MAIL: info@cantan.com

NAME: The Tanning Depot

ADDRESS: 5923 3rd Street SE
Calgary, Alberta T1X 1E1

PHONE: (403) 259-0475 **FAX:** (403) 640-2109
Or 1-888-225-8267 (West)
Or 1-800-236-0359 (East)

PRODUCTS: Wolff Sundash beds, all major lotion brands and accessories (NUVO, Bronz, body drench, Swedish beauty, California tan, etc.) Free start-up kit & educational packages available. Leasing available.

WEB SITE: <http://www.thetanningdepot.com/>

TRADE SHOWS

NAME: Allied Beauty Association Annual Meeting

FREQUENCY: Annual – March, May, September and October (Trade)

ADDRESS: Allied Beauty Association
450 Matheson Blvd.
Units 46 & 47
Mississauga, Ontario L4Z 1R5

PHONE: (905) 568-0158 **FAX:** (905) 568-1581

PRODUCTS: Products, services and information on how to run a successful salon

WEB SITE: <http://www.abacanada.com/>

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca





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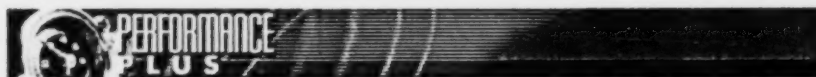
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [81219](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number 81219 - Other Personal Care Services

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	1910							
Revenue Range								
Low Value (\$ 000)	30	30	62	30	41	62	116	
High Value (\$ 000)	5000	62	5000	41	62	116	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	21.9 (A)	12.2	24.2	11.9	12.2	15.1	26.4	58.3
Wages and benefits	3.7 (A)	1.0	4.3	0.2	1.9	1.2	5.0	9.6
Purchases, materials and sub-contracts	18.3 (B)	11.5	20.0	12.1	10.5	13.9	21.4	57.8
Opening inventory	1.6 (B)	1.8	1.6	1.9	1.9	1.2	1.7	25.7
Closing inventory	1.7 (B)	2.1	1.6	2.3	2.1	1.1	1.8	27.6
Operating expenses (indirect expenses)	66.1 (A)	59.0	68.1	56.8	58.0	70.1	67.4	100.0
Labour and commissions	20.7 (A)	7.9	23.9	5.9	8.9	17.7	25.1	73.1
Amortization and depletion	3.8 (A)	3.3	3.9	3.1	3.5	4.4	3.8	87.1
Repairs and maintenance	2.2 (B)	2.7	2.1	2.0	2.8	3.0	2.0	74.9
Utilities and telephone/telecommunication	3.2 (A)	4.4	2.9	4.6	4.3	4.1	2.6	87.3
Rent	10.3 (A)	12.3	9.9	10.9	13.2	12.4	9.1	86.7
Interest and bank charges	2.5 (A)	2.7	2.5	2.8	2.4	3.4	2.3	91.8
Professional and business fees	2.5 (A)	1.9	2.6	1.8	1.9	2.3	2.7	91.5
Advertising and promotion	4.0 (A)	3.7	4.1	3.7	3.7	3.5	4.2	87.0
Delivery, shipping and warehouse expenses	(F)							
Insurance	0.9 (A)	1.6	0.8	1.9	1.2	1.2	0.7	77.0
Other expenses	15.8 (A)	18.5	15.4	19.9	15.9	17.9	14.8	99.8
Total expenses	88.0 (A)	71.2	92.4	68.7	70.2	85.3	93.8	100.0
Net profit/loss	11.9 (B)	28.8	7.4	31.4	29.9	14.8	6.0	99.7

Average number of paid employees

18 02 34 01 03 09 57

FINANCIAL RATIOS

Interest coverage ratio

5.7 11.6 4.0 12.1 13.6 5.4 3.6

Gross margin (%)

78.1 87.8 75.8 88.1 87.8 84.9 73.6

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

75.3

Total revenue

118.2 (A) 43.0 207.6 35.4 51.8 79.7 325.1

Total expenses

94.5 (A) 24.9 178.5 18.9 30.9 58.1 289.0

Net profit

23.7 (B) 18.1 29.2 16.6 20.9 21.6 36.4

Non-Profitable

Total revenue

136.3 (B) 42.6 204.2 35.3 51.9 85.9 316.4

Total expenses

148.9 (B) 51.0 219.9 42.7 61.6 98.7 334.7

Net loss

-13.5 (A) -8.3 -17.2 -7.4 -9.6 -12.8 -21.0

Updated: 2004-05-07


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FIXTURE & EQUIPMENT SUPPLIERS

NAME: Western Retail Interiors

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (306) 477-2244
Or 1-800-665-0550

FAX: (306) 477-0550

PRODUCTS: Wilson display fixtures, Wilson wall design, layout, and millwork.

WEB SITE: <http://www.westernretail.com>

NAME: Hussman Canada Inc.

ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8

PHONE: (306) 721-2700
Or

FAX: (306) 721-4711

ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan

PHONE: (306) 934-4440
Or

FAX: (306) 934-7111

PRODUCTS: Full line of fixtures, gondolas etc. - design and layout. Shelving and racking, etc.

NAME: Johnson Equipment

ADDRESS: 707B McDonald Street
Regina, Saskatchewan S4N 5M2

PHONE: (306) 721-2300
Or 1-800-668-5536

FAX: (306) 721-2175

PRODUCTS: Layout design, installation, shelving, racking, etc

WEBSITE: <http://www.gnjohnston.com>

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Blazer Store Fixtures Inc

ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7

PHONE: (306) 244-1212 **FAX:** (306) 244-4412
Or 1-866-446-1212

PRODUCTS: New/used shelving, accessories, racks, hangers, refrigeration equipment, coolers, etc.

WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>

E-MAIL: blazerstorefixtures@sasktel.net

NAME: Alsort Store Fixtures & Interiors

ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6

PHONE: (306) 352-6700 **FAX:** (306) 352-4100

PRODUCTS: Layout, design, installation, shelving, racking, etc

WEB SITE: www.alsort.com

E-MAIL: alsort@sasktel.net

NAME: Fairwell Commercial Interiors Ltd.

ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2

PHONE: (306) 586-6854 **FAX:** (306) 586-3631

PRODUCTS: Fixtures, flatwall, grid, store design, layout & construction

TRADE SHOWS

NAME: Travel and Vacation Show

FREQUENCY: Annual - April (Consumer & Trade)

ADDRESS: Player Expositions International
255 Clemow Avenue
Ottawa, Ontario K1S 2B5

PHONE: (613) 567-6408 **FAX:** (613) 567-2718

PRODUCTS: CEO's of hotels, owners of lodges, travel agents and companies involved in the industry.

WEB SITE: <http://www.playerexpo.com>

E-MAIL: travelexpo@playerexpo.com

NAME: Canadian Meeting & Incentive Travel Symposium & Trade Show

FREQUENCY: Annual - August (Trade)

ADDRESS: Travel Group / Rogers Media
333 Bloor Street East, 7th floor
Toronto, Ontario M9W 1G9

PHONE: (416) 764-1639

PRODUCTS: Introduce members of the travel and tourism industry to the public and vice versa.

WEB SITE: <http://www.meetingscanada.com>

NAME: Maritime Marlin Travel's Vacation Superstore

FREQUENCY: Annual - January (Consumer)

ADDRESS: Maritime Travel
206 - 2000 Barrington Street
Halifax, Nova Scotia B3J 3K1

PHONE: (902) 421-7530 **FAX:** (902) 425-0550

PRODUCTS: Travel products

WEB SITE: <http://www.maritimemarlin.ca>

TRADE SHOWS

NAME: Summer Holiday Show

FREQUENCY: Annual - April (Consumer)

ADDRESS: dmg World Media
425, boulevard de Maisonneuve Ouest
Bureau 1100
Montreal, Quebec H3A 3G5

PHONE: (514) 527-9222 (ext 292) **FAX:** (514) 527-8449

PRODUCTS: Summer travel & recreation specialists gathered under themes: cultural holidays, adventure, outdoors, city, resorts & rental services. Recreation equipment tourism and travel.

WEB SITE: www.salonvacances.com

TRADE ASSOCIATIONS

NAME: Association of Canadian Travel Agencies (ACTA)
ADDRESS: 1705 - 130 Albert Street
Ottawa, Ontario K1P 5G4
PHONE: (613) 237-3657 **FAX:** (613) 237-7052
WEB SITE: <http://www.acta.ca>

NAME: Association of Canadian Travel Agencies (ACTA) - Saskatchewan
ADDRESS: c/o ACTA Manitoba
700 - 177 Lombard Avenue
Winnipeg, Manitoba R3B 0W5
PHONE: (204) 831-0831 **FAX:** (204) 925-8000
WEB SITE: <http://www.acta.ca>

TRADE JOURNALS

NAME: Meetings & Incentive Travel
FREQUENCY: Seven issues per year
ADDRESS: Travel Group / Rogers Media
333 Bloor Street East, 7th floor
Toronto, Ontario M9W 1G9
PHONE: (416) 764-1639
WEB SITE: <http://www.meetingscanada.com>

NAME: (1) Canadian Travel Press
(2) Travel Courier
ADDRESS: Baxter Travel Group
310 Dupont Street
Toronto, Ontario M5R 1V9
PHONE: (416) 968-7252 **FAX:** (416) 968-2377
WEBSITE: www.travelpress.com
E-MAIL: baxgroup@baxter.net

NAME: Canadian World Traveller
ADDRESS: Canadian World Traveller Magazine
3539 Boul. St-Charles, Suite 270
Kirkland, QC H9H 3C4
PHONE: (514) 830-5519
WEBSITE: www.canadiantraveller.ca **E-MAIL:** info@canadiantraveller.ca

NAME: Bus Tours Magazine
ADDRESS: National Bus Trader Inc.
9698 West Judson Road
Polo, Illinois 61064-9015
PHONE: (815) 946-2341 **FAX:** (815) 946-2347
WEB SITE: <http://www.busmag.com> **E-MAIL:** nbt@busmag.com

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca

TRAINING & STANDARDS

NAME: Saskatchewan Tourism Education Council (STEC)
(division of Tourism Saskatchewan)

ADDRESS: 321 Fourth Avenue North
Saskatoon, Saskatchewan S7K 2L8

PHONE: (306) 933-5900
Or 1-800-331-1529

FAX: (306) 933-6250

WEBSITE: www.stec.com

E-MAIL: stec@sasktourism.com

PROGRAMS: It's Good Business

Train the Workplace Trainer

Training for Supervisors

Market Ready!

Saskatchewan Best

Certification in 30 Occupational Standards

Tourism Careers – Ready to Work (formerly Tourism Careers for Youth)

Career Information / Opportunities / Planning

Tourism Transferable Skills Workshops

- Team Building 1 & 2
- Establishing Rapport with Customers
- Conflict Resolution
- Stress Management
- Barriers to Listening and Communication
- Supervisory and Management Communications
- Making Customer Complaints Positive
- Frontline Staff Communications
- Table Service Techniques
- Food & Beverage Server Suggestive Selling
- Front Desk Agent Suggestive Selling Techniques
- Hire and Inspire

Training Videos (for rent)

Resource Centre

Contact STEC for detailed information on the above programs



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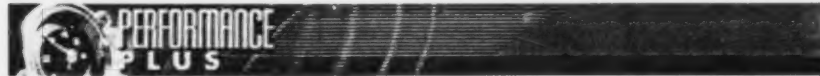
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [56151](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 56151 - Travel Agencies

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	3470							
Revenue Range								
Low Value (\$ 000)	30	30	298	30	114	298	1075	
High Value (\$ 000)	5000	298	5000	114	298	1075	5000	

(percent of total revenue)

<u>Total revenue</u>	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
<u>Cost of sales (direct expenses)</u>	68.6 (A)	15.7	73.3	17.4	17.5	52.6	79.0	47.9
Wages and benefits	0.3 (A)	0.6	0.3	0.8	0.4	0.4	0.3	3.6
Purchases, materials and sub-contracts	67.8 (A)	15.1	72.5	16.5	17.1	52.2	78.1	47.1
Opening inventory	0.5 (A)	0.2	0.5	0.6	0.0	0.1	0.7	1.1
Closing inventory	0.0 (C)	0.2	0.0	0.4	0.1	0.0	0.0	0.9
<u>Operating expenses (indirect expenses)</u>	29.2 (A)	79.4	24.8	75.7	77.7	43.6	19.6	99.9
Labour and commissions	14.0 (A)	36.2	12.1	28.0	37.4	22.3	9.3	90.5
Amortization and depletion	0.8 (A)	2.4	0.6	3.0	2.0	0.9	0.5	91.5
Repairs and maintenance	0.2 (A)	0.7	0.2	0.8	0.6	0.3	0.1	49.6
Utilities and telephone/telecommunication	1.0 (A)	4.0	0.8	5.0	3.5	1.5	0.6	88.0
Rent	2.3 (A)	8.1	1.8	9.5	7.4	3.5	1.3	88.7
Interest and bank charges	0.6 (A)	1.8	0.5	2.2	1.6	0.7	0.5	92.6
Professional and business fees	1.4 (A)	4.2	1.2	4.3	3.9	2.1	0.9	95.1
Advertising and promotion	1.4 (A)	3.7	1.2	3.5	3.7	2.1	0.9	89.1
Delivery, shipping and warehouse expenses	0.2 (A)	0.4	0.2	0.5	0.5	0.3	0.2	44.3
Insurance	0.2 (A)	0.8	0.2	1.0	0.7	0.3	0.1	70.2
Other expenses	7.0 (A)	17.2	6.1	17.9	16.5	9.5	5.1	99.3
<u>Total expenses</u>	97.8 (A)	95.1	98.1	93.1	95.2	96.3	98.6	100.0
<u>Net profit/loss</u>	2.0 (B)	4.9	1.7	6.9	4.8	3.7	1.2	99.8

Average number of paid employees

3.2 1.4 5.1 0.6 2.0 3.9 6.2

FINANCIAL RATIOS

Interest coverage ratio

4.3 3.7 4.4 4.2 4.1 6.2 3.6

Gross margin (%)

31.4 84.3 26.7 82.6 82.5 47.4 21.0

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

65.5

Total revenue

833.1 (A) 130.0 1475.8 75.6 189.7 595.8 2268.0

Total expenses

795.0 (A) 109.0 1422.5 59.3 162.6 551.2 2208.1

Net profit

36.3 (B) 21.1 49.7 16.3 27.1 44.5 52.9

Non-Profitable

Total revenue

665.1 (A) 125.2 1316.3 68.1 179.1 615.7 2137.5

Total expenses

689.3 (A) 142.5 1346.5 81.4 199.9 637.5 2177.4

Net loss

-23.2 (A) -17.3 -30.2 -13.3 -20.8 -21.8 -39.0

Updated: 2004-09-01

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PRODUCT SOURCES

TRUCKING

NAME: Saskatchewan Trucking Association (STA)
ADDRESS: 1335 Wallace Street
Regina, Saskatchewan S4N 3Z5
PHONE: (306) 569-9696
Or 1-800-563-7623 **FAX:** (306) 569-1008
PRODUCTS: Saskatchewan Shippers' Directory
WEB SITE: <http://www.sasktrucking.com>

NAME: Canadian Trucking Alliance
ADDRESS: 1025 - 130 Slater Street
Ottawa, Ontario K1P 6E2
PHONE: (613) 236-9426 **FAX:** (613) 563-2701
PRODUCTS: Safety publications
WEB SITE: <http://www.cantruck.com>
E-MAIL: info@cantruck.com

TRADE SHOWS

NAME: Mid-America Trucking Show

FREQUENCY: Annual - March (Trade)

ADDRESS: Exhibit Management Associates Incorporated
Suite E, 1404 Browns Lane
Louisville, Kentucky 40207

PHONE: (502) 899-3892 **FAX:** (502) 899-3952

PRODUCTS: New models and truck components

WEB SITE: <http://www.truckingshow.com>

NAME: (1) Expocam
(2) CamExpo

FREQUENCY: (1) October in Montreal
(2) November in Quebec City

ADDRESS: dmg World Media Inc.
180 Duncan Mill Rd., 4th floor
Toronto, Ontario M3B 1Z6

PHONE: (416) 385-2033 **FAX:** (416) 385-1855
Or 1-888-823-7469

PRODUCTS: Trucks, truck trailers, truck bodies, heavy duty parts & accessories, engines & power train components, service shop equipment & supplies, uniforms, signs & decals and seminars.

WEBSITE: www.dmgworldmedia.com

TRADE SHOWS

NAME: TruckWorld
FREQUENCY: Annual - April (Trade)
ADDRESS: Ontario Trucking Association
555 Dixon Road
Toronto, Ontario M9W 1H8
PHONE: (416) 249-7401 **FAX:** (416) 245-6152
PRODUCTS: Trucks, accessories, materials, and equipment used in the motor transportation industry
WEB SITE: <http://www.truckworld.ca>
E-MAIL: info@ontruck.org

NAME: Truxpo
FREQUENCY: Annual - September (Trade) in Abbotsford, BC
ADDRESS: British Columbia Trucking Association
20111 93A Avenue
Langley, B.C. V1M 4A9
PHONE: (604) 888-5319 **FAX:** (604) 888-2941
PRODUCTS: Trucks, trailers and equipment
WEBSITE: www.bc trucking.com
E-MAIL: bccta@bc trucking.com

TRADE ASSOCIATIONS

NAME: Saskatchewan Trucking Association (STA)
ADDRESS: 1335 Wallace Street
Regina, Saskatchewan S4N 3Z5
PHONE: (306) 569-9696 **FAX:** (306) 569-1008
Or 1-800-563-7623
WEB SITE: <http://www.sasktrucking.com>

NAME: Canadian Trucking Alliance (CTA)
ADDRESS: 130 Slater Street, Suite 1025
Ottawa, Ontario K1P 6E2
PHONE: (613) 236-9426 **FAX:** (613) 563-2701
WEB SITE: <http://www.cantruck.com>
E-MAIL: info@cantruck.com

NAME: American Trucking Association
ADDRESS: 2200 Mill Road
Alexandria, Virginia 22314-4677
PHONE: (703) 838-1700
Or 1-888-333-1759
WEB SITE: <http://www.truckline.com>

TRADE JOURNALS

TRUCKING

NAME: (1) Truck News
(2) Truck West
(3) Motortruck

FREQUENCY: Monthly

ADDRESS: Business Information Group
1450 Don Mills Road
Don Mills, Ontario M3B 2X7

PHONE: (416) 442-2122
Or 1-800-668-2374

FAX: (416) 442-2122

WEBSITE: www.businessinformationgroup.ca

NAME: Today's Trucking

FREQUENCY: Monthly

ADDRESS: New Communications Group Inc.
451 Attwell Drive
Toronto, Ontario M9W 5C4

PHONE: (416) 614-2200

FAX: (416) 614-8861

WEBSITE: www.todaystrucking.com

OTHER MARKET DATA SOURCES

NAME: Trucking in Canada

FREQUENCY: Annual

AUTHOR: Statistics Canada # 53-222-X1B

ADDRESS: Statistics Canada
Advisory Services
Park Plaza, Suite 440
2365 Albert Street
Regina, Saskatchewan S4P 4K1

ISSN: 1481-0719 (International Standard Serial Number)

PHONE: (306) 780-5405 Or 1-800-263-1136

PRODUCTS: On-line publication presents a comprehensive overview of the Canadian trucking industry, both for-hire and private. Principal information includes statistics on revenues and expenses, equipment operated, investment, employment, and commodities transported from point of origin to point of destination. Also included are special studies, a glossary and an explanation of data quality measures and methodology.

WEB SITE: <http://www.statcan.ca/english/IPS/Data/53-222-X1B20010006593.htm>

E-MAIL: infostats@statcan.ca

NAME: Operating Costs of Trucks in Canada

AUTHOR: Transport Canada
330 Sparks Street
Ottawa, Ontario K1A 0N5

PHONE: (613) 990-2309
Or 1-888-675-6863

FAX: (613) 954-4731
Or (613) 998-8620

PRODUCTS: Operating data, costs, etc. for type of freight, truck & distance travelled.

WEB SITE: <http://www.statcan.ca/8096/bsolc/english/bsolc?catno=53-222-X1B20010006593>

E-MAIL: webfeedback@tc.gc.ca

OTHER MARKET DATA SOURCES

NAME: Motor Carrier Case Study

AUTHOR: United States Department of Transportation
400 Seventh Street S.W.
Washington, DC 20590

PHONE: (202) 366-4000 Or 1-800-853-1351 (US only)

PRODUCTS: Evaluation of trucking industry.

WEB SITE: <http://www.dot.gov>

E-MAIL: dot.comments@ost.dot.gov

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca



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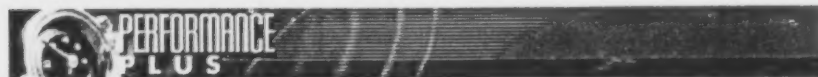
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [4841](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 4841 - General Freight Trucking

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	17160							
Revenue Range								
Low Value (\$ 000)	30	30	128	30	74	128	180	
High Value (\$ 000)	5000	128	5000	74	128	180	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	18.0 (A)	5.2	20.6	5.4	5.0	5.2	24.2	26.6
Wages and benefits	2.9 (A)	0.9	3.4	0.8	0.8	0.6	4.0	9.7
Purchases, materials and sub-contracts	15.0 (A)	4.4	17.2	4.7	4.2	4.6	20.2	24.2
Opening inventory	0.1 (B)	0.1	0.1	0.1	0.0	0.1	0.1	1.1
Closing inventory	0.1 (B)	0.1	0.1	0.2	0.1	0.1	0.1	1.2
Operating expenses (indirect expenses)	75.3 (A)	79.6	74.4	75.6	81.2	83.3	72.3	99.8
Labour and commissions	14.4 (A)	10.0	15.4	10.3	9.5	8.3	17.1	76.5
Amortization and depletion	8.0 (A)	8.9	7.7	7.6	9.6	12.0	6.7	85.3
Repairs and maintenance	7.1 (A)	10.3	6.5	9.8	10.5	7.7	6.2	72.7
Utilities and telephone/telecommunication	10.5 (A)	16.3	9.3	14.4	17.4	17.0	7.5	84.2
Rent	2.9 (A)	2.7	3.0	2.4	2.7	2.0	3.2	61.3
Interest and bank charges	2.6 (A)	3.0	2.5	2.7	3.2	3.5	2.2	94.2
Professional and business fees	1.9 (A)	1.5	2.0	1.7	1.4	1.4	2.1	91.3
Advertising and promotion	0.2 (A)	0.3	0.2	0.3	0.3	0.2	0.2	45.1
Delivery, shipping and warehouse expenses	0.4 (B)	0.2	0.5	0.2	0.2	0.1	0.6	7.8
Insurance	2.8 (A)	3.7	2.6	3.7	3.8	3.4	2.4	74.7
Other expenses	24.5 (A)	22.7	24.9	22.5	22.5	27.8	24.2	96.9
Total expenses	93.2 (A)	84.8	95.0	81.0	86.2	88.5	96.5	100.0
Net profit/loss	6.9 (A)	15.2	5.2	18.6	13.8	11.5	3.8	58.9

Average number of paid employees

1 0 0 2 1 8 0 1 0 3 0 3 3 2

FINANCIAL RATIOSInterest coverage ratio

3 7 6 0 3 1 8 0 5 3 4 3 2 7

Gross margin (%)

82 0 94 8 79 4 94 6 95 0 94 8 75 8

PROFITABLE vs NON-PROFITABLE BUSINESSES**(thousands of dollars)****Profitable**Percent of businesses (%)

77 1

Total revenue

221 3 (A) 77 4 369 3 53 0 101 0 152 2 611 0

Total expenses

195 9 (A) 59 6 336 4 37 3 80 6 128 2 568 2

Net profit

26 0 (A) 17 7 34 0 15 7 20 4 24 1 45 2

Non-ProfitableTotal revenue

271 5 (A) 73 7 459 5 50 9 102 0 151 2 661 6

Total expenses

288 1 (A) 82 9 483 1 58 9 112 4 162 7 693 0

Net loss

-16 7 (A) -9 1 -23 7 -8 7 -10 3 -11 5 -31 0

Updated: 2004-09-01


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PRODUCT SOURCES

NAME: Elan Fine Fabrics Drapery & Upholstery Limited

ADDRESS: 1795 Corydon Avenue
Winnipeg, Manitoba R3N 0K6

PHONE: (204) 489-0872

PRODUCTS: Decorator prints, upholstery, drapery & on-site workroom

NAME: Globe Fabrics

ADDRESS: 1825 Park Street
Regina, Saskatchewan S4N 2G4

PHONE: (306) 522-2619 **FAX:** (306) 347-3030

PRODUCTS: Fashion fabrics, upholstery fabric, supplies for home & auto, foam & notions

NAME: Mitchell Fabrics Ltd.

ADDRESS: 637 Main Street
Winnipeg, Manitoba R3B 1E3

PHONE: (204) 942-6327 **FAX:** (204) 924-3482

PRODUCTS: Upholstery: designers & basics, velvets, tapestries, jacquards, damasks, herculons, tweeds, vinyls, trims, custom buttons

NAME: Fanny's Fabrics Ltd.

ADDRESS: 1845 Victoria Avenue East,
Regina, Saskatchewan S4N 6E6

PHONE: (306) 522-1525 **FAX:** (306) 565-0544

PRODUCTS: Fashion fabrics, upholstery fabrics, patterns, craft supplies & notions

PRODUCT SOURCES

NAME: Lord Selkirk Furniture Upholstering and Supply
ADDRESS: 835 Main Street
Winnipeg, Manitoba R2W 3N9
PHONE: (204) 943-0911 **FAX:** (204) 943-2967
PRODUCTS: Fabrics, foams, springs, etc.

NAME: Western Fabrics
ADDRESS: 366 Henry Avenue
Winnipeg, Manitoba R3A 1P3
PHONE: (204) 943-5424 **FAX:** (204) 943-0849
Or 1-800-665-0010
PRODUCTS: Wholesale distributor of upholstery, drapery fabrics, and decorative supplies.
WEB SITE: <http://www.westernfabrics.com>
E-MAIL: info@westernfabrics.com

NAME: Arlene's Interiors
ADDRESS: 2282 Holdom Avenue
Burnaby, British Columbia V5B 4Y5
PHONE: (604) 291-6922 **FAX:** (604) 291-6522
Or 1-888-275-3637
PRODUCTS: Custom drapery, upholstery & blinds
WEBSITE: www.arlenes.com

NAME: Comfort Upholstery
ADDRESS: 5594 Fraser Street
Vancouver, British Columbia V5W 2Z4
PHONE: (604) 321-9216
PRODUCTS: Discount prices on drapery, upholstery & fabrics

UPHOLSTERY

PRODUCT SOURCES

NAME: Upholstery Felt Company Ltd

ADDRESS: 4416 Sumas Street
Burnaby, British Columbia V5C 4A9

PHONE: (604) 299-3234

PRODUCTS: Wools, silks, fine cottons, drapery & upholstery

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Alsort Store Fixtures & Interiors
ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6
PHONE: (306) 352-6700 **FAX:** (306) 352-4100
PRODUCTS: Layout, design shelving, etc.
WEB SITE: www.alsort.com
E-MAIL: alsort@sasktel.net

NAME: Hussman Canada Inc.
ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8
PHONE: (306) 721-2700 **FAX:** (306) 721-4711
Or
ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan
PHONE: (306) 934-4440 **FAX:** (306) 934-7111
PRODUCTS: Shelving, design, layouts & racking

NAME: Western Retail Interiors
ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4
PHONE: (306) 477-2244 **FAX:** (306) 477-0550
Or 1-800-665-0550
PRODUCTS: Manufacturers and distributors of store fixtures.
WEB SITE: <http://www.westernretail.com>

TRADE SHOWS

NAME: Canadian Home Furnishing Market

FREQUENCY: January (Trade)

ADDRESS: Quebec Furniture Manufacturers Association Inc.
1111 Saint Urbain Street, Suite 101
Montreal, Quebec H2Z 1Y6

PHONE: (514) 866-3631 **FAX:** (514) 871-9900
Or 1-800-363-6681

PRODUCTS: Household furniture lamps & decorative accessories.

WEB SITE: www.qfma.com

E-MAIL: info@afmq.com

NAME: Quebec Furniture Market (Salon du Meuble de Quebec)

FREQUENCY: Annual - September [Trade & Consumer]

ADDRESS: Salon Du Meuble De Quebec
235, Abraham Richard
Vareness, Quebec G3X 1V7

PHONE: (450) 929-4371 **FAX:** (450) 929-3848
Or 1-888-624-4371 Or 1-877-745-3848

PRODUCTS: Household furniture lamps & decorative accessories.

WEBSITE: <http://www.salonmeublequebec.com/>

E-MAIL: salondumeuble.qc@videotron.ca

TRADE SHOWS

NAME: International Contemporary Furniture Fair

FREQUENCY: Annual - May (Trade: open to public on last day)

ADDRESS: George Little Management Incorporated
10 Bank Street
White Plains, New York 10606-1954

PHONE: (914) 421-3372
Or 1-800-272-7469

FAX: (914) 948-6197

PRODUCTS: Limited & mass production furniture, RTA, home furnishings and lighting in the mid-to-upper price range.

WEBSITE: www.icff.com

E-MAIL: webgenie@glmshows.com

TRADE ASSOCIATIONS

NAME: Associated Designers of Canada (ADC)
ADDRESS: 145 Queen Street South, Box 111
Streetsville, Ontario L5M 2B7
PHONE: (416) 410-4209 **FAX:** (416) 410-0739
WEB SITE: <http://www.designers.ca>
E-MAIL: adc@designers.ca

NAME: American Society of Interior Designers
ADDRESS: 608 Massachusetts Avenue N.E.
Washington, DC 20002-6006
PHONE: (204) 546-3480 **FAX:** (204) 546-3240
WEB SITE: <http://www.asid.org>

TRADE JOURNALS

NAME: Better Homes & Gardens Home Products Guide

FREQUENCY: Annual

ADDRESS: Meredith Corporation
1716 Locust Street
Des Moines, Iowa 50309-3023

PHONE: (515) 284-3000
Or 1-800-678-8091

FAX: (515) 284-3684

WEB SITE: <http://www.bhg.com>

E-MAIL: support@bhg.com

NAME: (1) Furniture Repairing/Refinishing
(2) Upholsters

FREQUENCY: (1) Annual
(2) Annual

ADDRESS: infoUSA, Inc.
5711 South 86th Circle
Box 27347
Omaha, New England 68127-0347

PHONE: (402) 930-3500
Or 1-800-321-0869

FAX: (402) 331-0176

WEBSITE: www.infousa.com

E-MAIL: help@infousa.com

NAME: Upholster Magazine Online

ADDRESS: VUE
Box 128
El Verano, California 95433

PHONE: (707) 938-0276
Or 1-800-635-3493

FAX: (707) 938-0276

WEB SITE: <http://www.upholster.com>

TRADE JOURNALS

NAME: Canadian House and Home

FREQUENCY: Nine issues per year

ADDRESS: c/o Canadian Home Publishers
120 - 511 King Street West
Toronto, Ontario M5V 2Z4

PHONE: (905) 946-1021
Or 1-800-559-8868

FAX: (905) 946-1679

WEBSITE: www.canadianhouseandhome.com

E-MAIL: subscriptions@canhomepub.com

NAME: Canadian Interiors

FREQUENCY: Eight issues per year + show guide

ADDRESS: Crailer Communications
360 Dupont Street
Toronto, Ontario M5R 1V9

PHONE: (416) 966-9944

FAX: (416) 966-9946

WEB SITE: <http://www.canadianinteriors.com>

E-MAIL: info@canadianinteriors.com

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca



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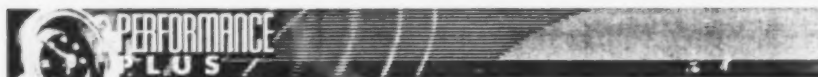
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [81142](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 81142 - Reupholstery and Furniture Repair

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	1230							
Revenue Range:								
Low Value (\$ 000)	30	30	70	30	46	70	138	
High Value (\$ 000)	5000	70	5000	46	70	138	5000	

(percent of total revenue)

Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	47.6 (A)	31.4	50.9	26.1	35.0	40.1	53.8	89.4
Wages and benefits	10.9 (A)	2.0	12.7	1.4	2.1	8.7	13.7	31.0
Purchases, materials and sub-contracts	37.0 (A)	29.1	38.4	24.8	33.3	32.5	40.1	89.1
Opening inventory	7.1 (C)	5.8	7.5	4.5	6.4	5.7	8.0	47.6
Closing inventory	7.4 (C)	5.6	7.7	4.6	6.8	6.8	8.0	47.3
Operating expenses (indirect expenses)	42.5 (A)	48.3	41.5	50.8	45.3	44.8	40.6	100.0
Labour and commissions	14.7 (A)	5.7	16.5	3.7	6.7	11.8	17.8	66.2
Amortization and depletion	2.4 (B)	4.4	1.9	5.0	4.2	3.5	1.5	86.3
Repairs and maintenance	1.0 (B)	1.3	0.9	1.0	1.8	1.1	0.8	64.8
Utilities and telephone/telecommunication	3.0 (B)	6.2	2.4	7.9	4.6	3.2	2.2	91.7
Rent	4.4 (A)	6.1	4.0	6.7	6.0	5.1	3.7	65.2
Interest and bank charges	1.4 (A)	1.7	1.4	1.5	1.8	1.7	1.3	88.6
Professional and business fees	1.3 (A)	1.3	1.3	1.1	1.3	1.5	1.3	88.6
Advertising and promotion	1.4 (A)	1.5	1.4	1.1	1.8	1.6	1.3	82.6
Delivery, shipping and warehouse expenses	0.4 (B)	0.6	0.4	0.8	0.5	0.3	0.5	24.6
Insurance	1.1 (A)	1.7	1.0	1.5	1.7	1.4	0.9	75.7
Other expenses	11.4 (A)	17.7	10.2	20.5	14.9	13.6	9.3	99.9
Total expenses	90.1 (A)	79.7	92.3	76.9	80.3	84.9	94.3	100.0
Net profit/loss	9.9 (B)	20.3	7.6	23.1	19.7	15.1	5.7	100.0

Average number of paid employees

1.3 0.1 2.6 0.1 0.2 0.8 4.3

FINANCIAL RATIOS

Interest coverage ratio	7.9	12.7	6.5	16.0	12.1	10.1	5.3
Gross margin (%)	52.4	68.6	49.1	73.9	65.0	59.9	46.2

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)	77.6						
Total revenue	133.2 (A)	45.0	222.6	35.9	55.5	95.8	352.7
Total expenses	113.0 (A)	31.2	196.3	23.1	40.4	74.8	321.1
Net profit	20.1 (B)	13.8	26.2	12.8	15.1	21.0	31.7

Non-Profitable

Total revenue	154.4 (A)	46.4	252.7	37.1	57.2	102.7	390.6
Total expenses	162.9 (A)	52.8	263.2	43.7	63.4	109.9	404.2
Net loss	-8.6 (A)	-6.4	-10.6	-6.6	-6.2	-7.1	-13.0

Updated: 2004-08-02

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PRODUCT SOURCES

NAME: Forney Welding Equipment & Supplies Limited
ADDRESS: 140 - 5th Avenue East
Regina, Saskatchewan S4N 5A1
PHONE: (306) 569-9083 **FAX:** (306) 565-3177
PRODUCTS: ARC and Oxy acetylene welding and cutting equipment, welding accessories, air hose and fittings, fastening tools, abrasives, springs, safety springs, electrodes

NAME: Acklands - Grainger Inc.
ADDRESS: 680 McLeod Street
Regina, Saskatchewan S4N 4Y1
PHONE: (306) 721-3200 **FAX:** (306) 721-5414
PRODUCTS: Purox welding & cutting equipment; Oxweld equipment, rods & supplies, Mig & Tig power supplies, torches, wire, supplies & accessories
WEB SITE: <http://www.acklandsgrainger.com>

NAME: Air Liquide Canada
ADDRESS: 1105 Pettigrew Avenue East
Regina, Saskatchewan S4N 5W1
PHONE: (306) 525-3840 **FAX:** (306) 757-2150
Or 1-800-846-6056
Or
ADDRESS: 510B 51st Street East
Saskatoon, Saskatchewan S7K 7L1
PHONE: (306) 933-2722 **FAX:** (306) 931-6641
Or 1-800-816-9120
PRODUCTS: Industrial gases, wire, electrodes, torches, machines, abrasives.
WEB SITE: <http://www.airliquide.ca>
E-MAIL: info.alc@airliquide.com

PRODUCT SOURCES

NAME: Arctec Alloys

ADDRESS: 1401 Horace Street
Regina, Saskatchewan S4T 5L9

PHONE: (306) 545-3624

NAME: Barry Hamel Equipment Limited

ADDRESS: 2601 Shuswap Avenue
Coquitlam, British Columbia V3K 5Z9

PHONE: (604) 949-9313 Or 1-800-535-9261

PRODUCTS: Manufacturers of electric arc welders, rods, accessories & A/C motors

NAME: BOC Gases Division of BOC Canada Limited

ADDRESS: 665 McDonald Street
Regina, Saskatchewan S4N 4X1

PHONE: (306) 525-6176 **FAX:** (306) 565-3883

Or

ADDRESS: 720 51st Street East, Unit A
Saskatoon, Saskatchewan S7K 4K4

PHONE: (306) 934-1183 **FAX:** (306) 931-7822

PRODUCTS: Industrial gases, torches, regulators, plasma equipment, arc welders, robots, electrodes, wires, wire feeders, safety products & accessories.

WEBSITE: www.bocgases.ca

E-MAIL: info@ca.gases.boc.com

PRODUCT SOURCES

NAME: Praxair Canada Inc.

ADDRESS: 1350 St. John Street
Regina, Saskatchewan S4R 1S3

PHONE: (306) 525-5678
Or 1-800-225-8247

FAX: (306) 347-7838

PRODUCTS: Oxygen and other gases

WEB SITE: <http://www.praxair.com>

E-MAIL: info@praxair.com

TRADE SHOWS

NAME: Western Manufacturing Technology Show

FREQUENCY: Annual – June (Trade) in Abbotsford

ADDRESS: Reed Exhibitions Inc.
3761 Victoria Park Avenue, Unit 1
Toronto, Ontario M1W 3S2

PHONE: (416) 491-7565 **FAX:** (416) 491-5088
Or 1-888-322-7333

PRODUCTS: Machinery tools & accessories, welding equipment, hydraulics, pneumatics, material handling.

WEB SITE: <http://www.reedexpo.com>

E-MAIL: canada@reedexpo.com

NAME: Canadian Manufacturing Technology Show

FREQUENCY: Annual - October (Trade) in Toronto

ADDRESS: Reed Exhibitions Inc.
3761 Victoria Park Avenue, Unit 1
Toronto, Ontario M1W 3S2

PHONE: (416) 491-7565 **FAX:** (416) 491-5088
Or 1-888-322-7333

PRODUCTS: Welding, forming and fabricating products

WEB SITE: <http://www.reedexpo.com>

E-MAIL: canada@reedexpo.com

TRADE SHOWS

- NAME:**
- (1) Southwest Ontario Industrial Show (SOIS)
 - (2) Quebec Manufacturing Week: Montreal Fabricating & Machine Tool Show and The National Factory Automation Show
 - (3) Canadian Manufacturing Week: WeldExpo Canada, Canadian Environmental Technologies Show, and Canadian Design Engineering Show
 - (4) Canadian Plant Maintenance & Design Engineering Show
 - (5) Western Manufacturing Technology Show
 - (6) Atlantic Industrial Exhibition
- FREQUENCY:**
- (1) Annual – June (Trade) in Kitchener
 - (2) Annual - May (Trade) in Montreal
 - (3) Annual - September (Trade) in Mississauga
 - (4) Annual - May (Trade) in Montreal
 - (5) Annual – June (Trade) in Abbotsford
 - (6) Biennial – October (Trade) in Moncton
- ADDRESS:**
- Reed Exhibitions Inc.
3761 Victoria Park Avenue, Unit 1
Toronto, Ontario M1W 3S2
- PHONE:** (416) 491-7565 **FAX:** (416) 491-5088
Or 1-888-322-7333
- PRODUCTS:**
- (1) Production machinery, plant maintenance and engineering, daily operations and supplies, advanced manufacturing technology.
 - (2) The latest products for the machine tool industry & the most advanced robots, machine vision & factory automation equipment.
 - (3) All welding & related equipment. Environmental cleanup systems. All items relating to product design and manufacturing. All plant maintenance and related equipment.
 - (4) All items relating to product design and manufacturing. All plant maintenance & related equipment.
 - (5) All equipment related to heavy industry.
 - (6) All equipment related to heavy industry.
- WEB SITE:** <http://www.reedexpo.com>
- E-MAIL:** canada@reedexpo.com
-

TRADE ASSOCIATIONS

NAME: Canadian Welding Bureau (CWB)
ADDRESS: CWB Group - Industry Services
7250 West Credit Avenue
Mississauga, Ontario L5N 5N1
PHONE: (905) 542-1312 **FAX:** (905) 542-1318
Or 1-800-844-6790
WEB SITE: <http://www.cwbgroup.com>
E-MAIL: info@cwbgroup.com

NAME: Canadian Welding Association
ADDRESS: 2085 Hurontario St.
Mississauga, Ontario L5A 4G1
PHONE: (905) 848-9838 **FAX:** (905) 848-8499
WEBSITE: <http://www.cwa-accs.org>
E-MAIL: admin@cwa-accs.org
Or
CONTACT: CWA Regina Chapter - George Saxby
ADDRESS: 61 Lorimer Cr
Regina, Saskatchewan S4R 3Y3
PHONE: (306) 352-1136 **FAX:** (306) 775-0484
WEB SITE: <http://www.cwa-accs.org>
E-MAIL: regina@cwa-accs.org

TRADE JOURNALS

NAME: Canadian Industrial Machinery (CIM) – monthly
FAB Canada (Fabricating Canada) – monthly
Metal Manufacturers' Purchasing Guide – annually

ADDRESS: Canadian Industrial Publishing Group
919 Fraser Drive
Burlington, Ontario L7L 4X8

PHONE: (905) 637-2317 **FAX:** (905) 634-2776

WEB SITE: <http://www.cipmetalworking.com>

E-MAIL: sales@cipmetalworking.com

NAME: Welding Canada – monthly
Canadian Machinery & Metalworking – monthly

ADDRESS: Rogers Media
One Mount Pleasant Road, 7th floor
Toronto, Ontario M4Y 2Y5

PHONE: (416) 764-2000 **FAX:** (416) 764-1735

WEB SITE: <http://www.canadianmetalworking.com>

NAME: Welding Journal

ADDRESS: American Welding Society (AMS)
550 N.W. LeJeune Road
Miami, Florida 33126

PHONE: (305) 443-9353 Or 1-800-443-9353

WEBSITE: www.aws.org

E-MAIL: info@aws.com

OTHER SOURCES OF INFORMATION

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca



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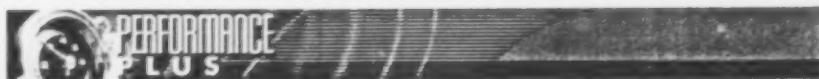
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [81131](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada

NAICS Number: 81131 - Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	6680							
Revenue Range:								
Low Value (\$ 000)	30	30	114	30	60	114	250	
High Value (\$ 000)	5000	114	5000	60	114	250	5000	

(percent of total revenue)

<u>Total revenue</u>	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
<u>Cost of sales (direct expenses)</u>	51.4 (A)	19.5	55.5	19.0	19.6	30.9	59.9	67.2
Wages and benefits	12.0 (A)	2.0	13.2	0.8	2.5	4.4	14.8	29.5
Purchases, materials and sub-contracts	39.7 (A)	17.8	42.5	18.5	17.3	26.7	45.4	66.6
Opening inventory	5.0 (A)	3.0	5.3	3.6	2.7	3.3	5.7	28.2
Closing inventory	5.3 (A)	3.3	5.6	3.9	2.9	3.4	6.0	28.8
<u>Operating expenses (indirect expenses)</u>	40.0 (A)	57.3	37.9	55.5	58.1	55.1	34.7	100.0
Labour and commissions	15.3 (A)	14.2	15.4	8.2	17.1	19.6	14.7	80.0
Amortization and depletion	3.0 (A)	6.8	2.6	7.4	6.5	4.7	2.2	89.0
Repairs and maintenance	1.5 (A)	3.1	1.4	3.4	2.9	2.3	1.2	68.1
Utilities and telephone/telecommunication	1.9 (A)	4.7	1.5	5.8	4.0	2.9	1.3	85.3
Rent	2.2 (A)	2.6	2.1	2.8	2.4	2.9	2.0	63.6
Interest and bank charges	1.4 (A)	2.0	1.3	2.2	2.0	1.9	1.2	94.3
Professional and business fees	1.6 (A)	2.2	1.6	2.0	2.3	2.4	1.4	93.7
Advertising and promotion	0.7 (A)	0.7	0.7	0.7	0.8	0.7	0.7	73.8
Delivery, shipping and warehouse expenses	0.2 (A)	0.1	0.2	0.3	0.1	0.2	0.2	12.5
Insurance	1.1 (A)	2.1	1.0	2.2	2.1	1.7	0.8	80.2
Other expenses	11.1 (A)	18.7	10.2	20.6	17.9	16.0	9.1	99.4
<u>Total expenses</u>	91.4 (A)	76.8	93.3	74.6	77.7	86.1	94.6	100.0
<u>Net profit/loss</u>	8.5 (A)	23.1	6.6	25.5	22.2	13.6	5.4	99.6

Average number of paid employees

2.4	0.3	4.6	0.1	0.5	1.1	7.9
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FINANCIAL RATIOSInterest coverage ratio

7.1	12.4	6.0	12.8	12.4	8.2	5.4
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Gross margin (%)

48.6	80.5	44.5	81.0	80.4	69.1	40.1
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PROFITABLE vs NON-PROFITABLE BUSINESSES**(thousands of dollars)**ProfitablePercent of businesses (%)

76.4

Total revenue

311.5 (A)	66.6	564.9	45.4	84.1	159.1	954.7
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Total expenses

273.2 (A)	44.6	509.8	27.9	58.3	125.2	879.6
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Net profit

38.1 (A)	21.9	54.7	17.5	25.6	33.2	75.1
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Non-ProfitableTotal revenue

243.4 (A)	63.5	410.7	43.7	85.5	164.5	674.1
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Total expenses

260.2 (A)	70.9	436.1	51.0	93.3	176.6	713.9
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Net loss

-16.8 (A)	-7.4	-25.5	-7.3	-7.8	-12.1	-39.0
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Updated: 2004-09-02


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PRODUCT SOURCES

NAME: Marv Holland Industries

ADDRESS: 10939 - 120th Street
Edmonton, Alberta T5H 3R3

PHONE: (780) 453-5044
Or 1-800-661-7269

FAX: (780) 453-6283
Or 1-800-361-0263

PRODUCTS: A wide range of clothing apparel.

WEB SITE: <http://www.marvholland.com>

E-MAIL: custserv@performance-apparel.com

NAME: Jones Apparel Group Inc.

ADDRESS: 250 Rittenhouse Circle
Bristol, Pennsylvania 19007

PHONE: (215) 785-4000

PRODUCTS: Jones New York clothing and accessories

WEB SITE: <http://www.jny.com/index.jsp>

NAME: Mondetta Clothing

ADDRESS: 1109 Winnipeg Avenue
Winnipeg, Manitoba R3E 0S2

PHONE: (204) 786-1700

PRODUCTS: Casual clothing & accessories for men, women & children

WEB SITE: <http://www.mondetta.com>

E-MAIL: info@mondetta.com

PRODUCT SOURCES

NAME: Club Monaco
ADDRESS: Oakridge Centre, Unit 187
650 West 41st Ave.
Vancouver, British Columbia V5Z 2M9
PHONE: (604) 266-8864
PRODUCTS: Casual men's & women's clothing & accessories.
WEB SITE: <http://www.clubmonaco.com>

NAME: Style Buyers Guide (for more information)
ADDRESS: 555 Richmond St. West, Suite 701
Toronto, Ontario M5V 3B1
PHONE: (416) 203-6737 **FAX:** (416) 203-1057
WEB SITE: <http://www.style.ca>
E-MAIL: style@style.ca

NAME: Yvonne Yuen School of Design
ADDRESS: 118 - 125 5th Avenue North
Saskatoon, Saskatchewan S7K 2N7
PHONE: (306) 665-5553 **FAX:** (306) 934-2595
WEB SITE: <http://www.yvonneyuendesignschool.com>
E-MAIL: yvonne.yuen@sk.sympatico.ca

WOMEN'S CLOTHING STORE

PRODUCT SOURCES

NAME: Apparel Search Company
ADDRESS: 201 Skyline Lake Drive
Ringwood, New Jersey 07014
PHONE: (973) 835-7383
PRODUCTS: Directory of manufacturers, distributors, importers, wholesalers.
WEB SITE: <http://www.apparesearch.com>
E-MAIL: appsearch@aol.com

NAME: Canadian Fashion Stage Magazine and Directory
ADDRESS: MINIMIDIMAXI Ltd
151 Augusta Avenue, Ste. 3
Toronto, Ontario M5T 2L4
PHONE: (416) 599-9225 **FAX:** (416) 599-5430
PRODUCTS: Information on manufacturers and wholesalers.
WEB SITE: <http://www.minimidimaxi.com>

NAME: T-Shirts Unlimited
ADDRESS: 1527 Ontario Avenue
Saskatoon, Saskatchewan S7K 1S7
PHONE: (306) 477-8811 **FAX:** (306) 477-8840

WOMEN'S CLOTHING STORE**FIXTURE & EQUIPMENT SUPPLIERS**

NAME: Alsort Store Fixtures & Interiors
ADDRESS: 1201 Scarth Street
Regina, Saskatchewan S4R 2E6
PHONE: (306) 352-6700 **FAX:** (306) 352-4100
PRODUCTS: Store fixtures, layout, design, shelving, and equipment.
WEB SITE: www.alsort.com **E-MAIL:** alsort@sasktel.net

NAME: Prairie Apparel Market (PAM)
ADDRESS: 601 - 331 Smith Street
Winnipeg, Manitoba R3B 2G9
PHONE: (204) 942-2060 **FAX:** (204) 947-0561
PRODUCTS: Fixtures, equipment, shelving, planning layout and design

NAME: WR Display & Packaging
ADDRESS: 30 Plymouth Street
Winnipeg, Manitoba R2X 2V7
PHONE: (204) 925-7900 **FAX:** (204) 925-7910
Or 1-800-665-8447 or 1-800-668-4743
PRODUCTS: All your retail display and packaging equipment and supplies.
WEB SITE: <http://www.wrdisplay.ca> **E-MAIL:** info@wrdisplay.ca

NAME: All-Brite Signs & Service Limited
ADDRESS: Hwy #1 East
Regina, Saskatchewan S0G 0W0
PHONE: (306) 731-2018 **FAX:** (306) 731-1411
PRODUCTS: Signs and displays
WEBSITE: <http://www.allbritesigns.com> **E-MAIL:** Sales@AllBriteSigns.com

WOMEN'S CLOTHING STORE

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Displayco Canada Inc.
ADDRESS: 2365 2nd Avenue
Regina, Saskatchewan S4R 1A5
PHONE: (306) 569-2404 **FAX:** (306) 565-3961
Or 1-888-343-7469
PRODUCTS: Signs and displays (also trade show displays).
WEB SITE: <http://www.displayco.ca>
E-MAIL: info@displayco.ca

NAME: Hussman Canada Inc.
ADDRESS: 115 Kress Street
Regina, Saskatchewan S4N 5X8
PHONE: (306) 721-2700 **FAX:** (306) 721-4711
Or
ADDRESS: Hussman Canada Inc.
Saskatoon, Saskatchewan
PHONE: (306) 934-4440 **FAX:** (306) 934-7111
PRODUCTS: Planning, fixture and equipment, layouts, gondolas and shelving

NAME: Mayers Packaging Ltd.
ADDRESS: 50 Mandalay Drive
Winnipeg, Manitoba R2X 2Z2
PHONE: (204) 774-1651 **FAX:** (204) 783-7760
Or 1-800-801-1651
Or 1-800-801-9137
PRODUCTS: Shelving, racks, boxes, gift-wrap, bows, etc.
WEB SITE: <http://www.mayers.ca>
E-MAIL: winnipeg@mayerspackaging.com

WOMEN'S CLOTHING STORE

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Western Retail Interiors Ltd.

ADDRESS: 208 Jessop Avenue
Saskatoon, Saskatchewan S7N 1Y4

PHONE: (306) 477-2244
Or 1-800-665-0550 **FAX:** (306) 477-0550

PRODUCTS: Manufacturers and distributors of store fixtures.

WEB SITE: <http://www.westernretail.com>

NAME: Fairwell Commercial Interiors Ltd.

ADDRESS: 812 Shannon Road
Regina, Saskatchewan S4S 5K2

PHONE: (306) 586-6854 **FAX:** (306) 586-3631

PRODUCTS: Contractor

NAME: Blazer Store Fixtures Inc.

ADDRESS: 843 - 60th Street East
Saskatoon, Saskatchewan S7K 5Z7

PHONE: (306) 244-1212 **FAX:** (306) 244-4412

PRODUCTS: New & used shelving, accessories, slatwalls, counters, etc.

WEB SITE: <http://www.mallnetglobal.com/blazer/welcome.html>

E-MAIL: blazerstorefixtures@sasktel.net

WOMEN'S CLOTHING STORE

FIXTURE & EQUIPMENT SUPPLIERS

NAME: Westmount Store Fixtures

ADDRESS: 8520 -106A Avenue NW
Edmonton, Alberta T5H 0S4

PHONE: (780) 424-8950
Or 1-800-561-1951

FAX: (780) 425-8578

PRODUCTS: Shure Sell store fixtures, layouts and design.

WEBSITE: www.westmountstorefixtures.com

E-MAIL: fixtures@westmountstorefixtures.com

NAME: Planned Commercial Interiors

ADDRESS: 4330 Robinson Street
Regina, Saskatchewan S4S 3E3

PHONE: (306) 347-7875

FAX: (306) 347-7762

PRODUCTS: Display fixtures, equipment, and layout.

TRADE SHOWS

NAME: Mode Accessories International Exposition

FREQUENCY: January / August (Trade) in Toronto
February (Trade) in Calgary

ADDRESS: Two Plus One Group Inc.
220 Duncan Mill Road, Suite 611
Toronto, Ontario M3B 3J5

PHONE: (416) 510-0114 **FAX:** (416) 510-0165

PRODUCTS: Costume jewellery, handbags, small leather goods, belts, gloves, watches, scarves, ties, hosiery, eyewear, hats & hair ornaments.

WEB SITE: <http://www.mode-accessories.com>

E-MAIL: twoplusone@mode-accessories.com

NAME: Ontario Fashion Exhibitors Inc. Fashion Market

FREQUENCY: Annual – March/September (Trade) in Toronto

ADDRESS: Ontario Fashion Exhibitors
160 Tycos Drive, Suite 2219
Box 218
Toronto, Ontario M6B 1W8

PHONE: (416) 596-2401 **FAX:** (416) 596-1808
Or 1-800-765-7508

PRODUCTS: Women's fashions & accessories & children's wear

WEBSITE: www.ontariofashionexhibitors.ca

E-MAIL: ofe@on.aibn.com

TRADE SHOWS

NAME: Alberta Fashion Market

FREQUENCY: Five shows per year
- March / April / May / September / October (Trade) in Edmonton

ADDRESS: P.O. Box 66037
Heritage Postal Station
Edmonton, Alberta T6J 6T4

PHONE: (780) 484-7541 **FAX:** (780) 483-4571

PRODUCTS: New clothing lines by brand name manufacturers for buyers & store owners

WEBSITE: <http://www.albertafashion.ca/Index.htm>

E-MAIL: afm@shaw.ca

NAME: Saskatoon Apparel Market

FREQUENCY: Semi-annually - April (Trade)

ADDRESS: 601 - 331 Smith Street
Winnipeg, Manitoba R3B 2G9

PHONE: (204) 942-2060 **FAX:** (204) 947-0561

PRODUCTS: Provide and present a wide selection of fashions for women.

TRADE ASSOCIATIONS

NAME: Apparel & Textile Association of Saskatchewan (ATAS)
ADDRESS: 1102 - 8th Avenue
Regina, Saskatchewan S4R 1C9
PHONE: (306) 565-0065 **FAX:** (306) 565-1962
E-MAIL: atas@accesscomm.ca

NAME: Prairie Apparel Market (PAM)
ADDRESS: 601 - 331 Smith Street
Winnipeg, Manitoba R3B 2G9
PHONE: (204) 942-2060 **FAX:** (204) 947-0561

NAME: Retail Council of Canada (RCC)
ADDRESS: 1255 Bay Street, Suite 800
Toronto, Ontario M5R 2A9
PHONE: (416) 922-6678 **FAX:** (416) 922-8011
Or 1-888-373-8245 1-877-790-4271
WEB SITE: <http://www.retailcouncil.org>

NAME: Canadian Apparel Federation (CAF)
ADDRESS: 504 - 124 O'Connor Street
Ottawa, Ontario K1P 5M9
PHONE: (613) 231-3220 **FAX:** (613) 231-2305
Or 1-800-661-1187
WEB SITE: <http://www.apparel.ca>
E-MAIL: info@apparel.ca

TRADE JOURNALS

NAME: Vogue

FREQUENCY: Monthly

ADDRESS: Conde Nast Publications Inc.
17th floor, 4 Times Square
New York, New York 10036

PHONE: (212) 286-2860
Or 1-800-223-0780

FAX: (212) 286-5960

WEBSITE: www.condenet.com

E-MAIL: subscriptions@vogue.com

NAME: Elle (Canada)

ADDRESS: Hechette Filipachi Magazines Inc
1633 Broadway, 44th floor
New York, New York 10019

PHONE: (212) 767-6000

FAX: (212) 767-5600

WEB SITE: <http://www.elle.com>

E-MAIL: elle@neodata.com

NAME: Style

FREQUENCY: Twelve issues per year

ADDRESS: Style Communications Incorporated
555 Richmond St. West, Suite 701
Toronto, Ontario M5V 3B1

PHONE: (416) 203-8737

FAX: (416) 203-1057

WEB SITE: <http://www.style.ca>

E-MAIL: style@style.ca

USE: Analyses fashion trends as they pertain to the Canadian women's wear market
and provide industry news for retailers, manufacturers, importers and designers

TRADE JOURNALS

NAME: APPAREL Merchandising (supplement to DSN Retailing Today)

FREQUENCY: Monthly

ADDRESS: Lebhar-Friedman Inc
425 Park Ave
New York, New York 10022-3556

PHONE: (813) 627-6707 **FAX:** (813) 627-6995

WEBSITE: <http://www.dsnretailingtoday.com/>

E-MAIL: info@lf.com

WOMEN'S CLOTHING STORE

OTHER SOURCES OF INFORMATION

NAME: Starting a Retail Clothing Store (Online Business Info Guide)

CONTACT: Canada - Saskatchewan Business Service Centre

ADDRESS: 345 - 3rd Avenue South
Saskatoon, Saskatchewan S7K 2H6

PHONE: (306) 956-2323
Or 1-800-667-4374

FAX: (306) 956-2328

WEBSITE: http://www.cbsc.org/sask/sbis/search/display.cfm?code=8028&Coll=SK_PROVBIS_E

E-MAIL: saskatchewan@cbsc.ic.gc.ca

NAME: 2002 Survey of Wages

FREQUENCY: Every 2 years

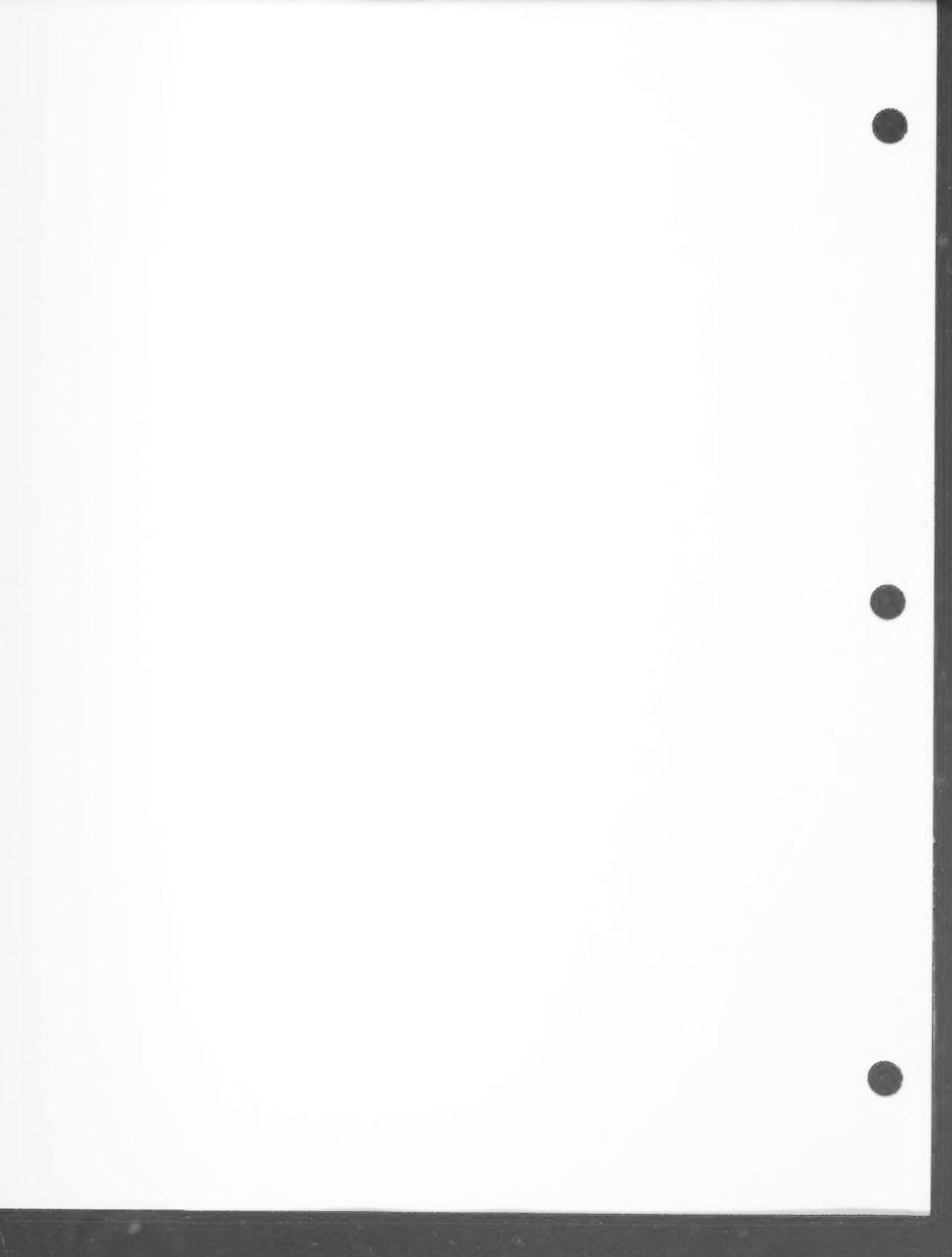
AUTHOR: Saskatchewan Labour
1870 Albert Street
Regina, Saskatchewan S4P 3V7

PHONE: (306) 787-2438
Or 1-800-667-1783

FAX: (306) 787-4780

WEBSITE: <http://www.labour.gov.sk.ca/wage%20survey/Survey%20Alpha.pdf>

E-MAIL: webmaster@lab.gov.sk.ca





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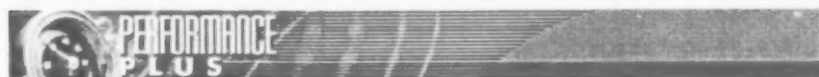
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Report Criteria: 2000 [Canada](#) [All Businesses](#) [% of Total Revenue](#) [44812](#)

STATISTICS CANADA

2000 SMALL BUSINESS PROFILES - Canada
NAICS Number: 44812 - Women's Clothing Stores

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Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses in Samples	2370							
Revenue Range:								
Low Value (\$ 000)	30	30	196	30	106	196	400	
High Value (\$ 000)	5000	196	5000	106	196	400	5000	
(percent of total revenue)								
Total revenue	100.0 (A)	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of sales (direct expenses)	61.2 (A)	57.9	61.7	56.5	58.7	62.0	61.7	95.8
Wages and benefits	1.2 (A)	0.5	1.3	0.8	0.3	0.6	1.5	5.3
Purchases, materials and sub-contracts	58.1 (A)	52.1	59.1	48.1	54.2	60.2	58.8	94.9
Opening inventory	17.0 (A)	28.5	15.0	30.1	28.1	17.5	14.2	66.8
Closing inventory	15.1 (A)	23.1	13.6	22.5	24.0	16.3	12.8	62.3
Operating expenses (indirect expenses)	36.9 (A)	41.4	36.2	45.3	39.3	35.2	36.4	99.6
Labour and commissions	14.2 (A)	9.8	15.0	9.7	9.8	13.6	15.4	85.4
Amortization and depletion	1.1 (A)	1.6	1.1	2.6	1.1	1.1	1.0	83.4
Repairs and maintenance	0.6 (B)	1.3	0.5	1.5	1.1	0.6	0.5	71.1
Utilities and telephone/telecommunication	1.0 (A)	2.1	0.9	2.8	1.8	1.0	0.8	89.0
Rent	8.2 (A)	10.5	7.8	11.5	9.9	7.9	7.7	87.7
Interest and bank charges	2.1 (A)	3.0	2.0	3.2	2.9	2.2	1.9	96.4
Professional and business fees	1.4 (A)	1.6	1.4	1.6	1.5	1.0	1.5	91.6
Advertising and promotion	1.6 (A)	1.8	1.6	1.9	1.8	1.6	1.6	80.4
Delivery, shipping and warehouse expenses	0.3 (B)	0.7	0.3	1.1	0.5	0.3	0.3	34.2
Insurance	0.5 (A)	0.8	0.5	0.9	0.8	0.6	0.5	82.7
Other expenses	5.7 (A)	8.1	5.2	6.5	8.0	5.3	5.2	99.2
Total expenses	98.1 (A)	99.3	97.9	101.9	97.9	97.1	98.1	100.0
Net profit/loss	1.9 (C)	0.7	2.0	-1.9	2.0	2.9	1.8	99.7

Average number of paid employees

3.2 0.6 5.7 0.4 0.9 2.4 9.0

FINANCIAL RATIOS

Interest coverage ratio

1.9 1.2 2.0 0.4 1.7 2.3 1.9

Gross margin (%)

38.8 42.1 38.3 43.5 41.3 38.0 38.3

PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

Profitable

Percent of businesses (%)

59.1

Total revenue

410.0 (A) 110.8 645.0 71.3 141.6 289.6 983.9

Total expenses

383.8 (A) 95.7 610.3 57.6 125.2 267.6 937.1

Net profit

25.9 (B) 15.0 34.3 13.7 16.3 22.0 46.0

Non-Profitable

Total revenue

277.9 (A) 96.6 537.1 62.0 141.8 287.1 806.5

Total expenses

299.1 (A) 111.3 567.5 75.5 157.9 304.4 851.1

Net loss

-21.2 (A) -14.7 -30.4 -13.5 -16.1 -17.4 -44.0

Updated: 2004-09-02

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